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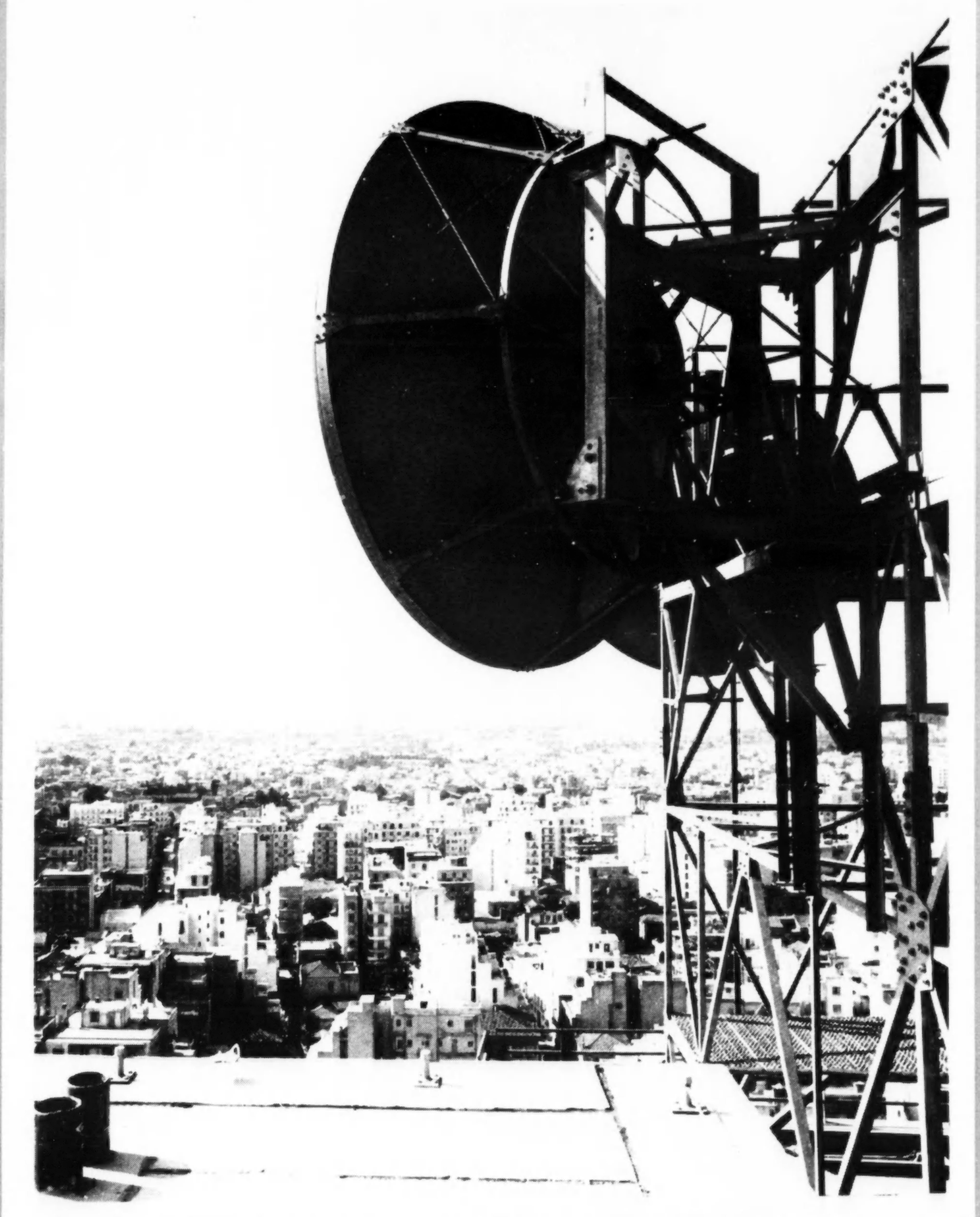

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Front cover photograph

A microwave telephone and television network worth over £1 million has recently been completed for the Hellenic Telecommunications Organisation SA (OTE) by Standard Telephones and Cables Ltd.

The total route length is over 500 miles, in 17 radio 'hops'.

This picture shows microwave aerials on the OTE terminal building, the tallest building in Athens.

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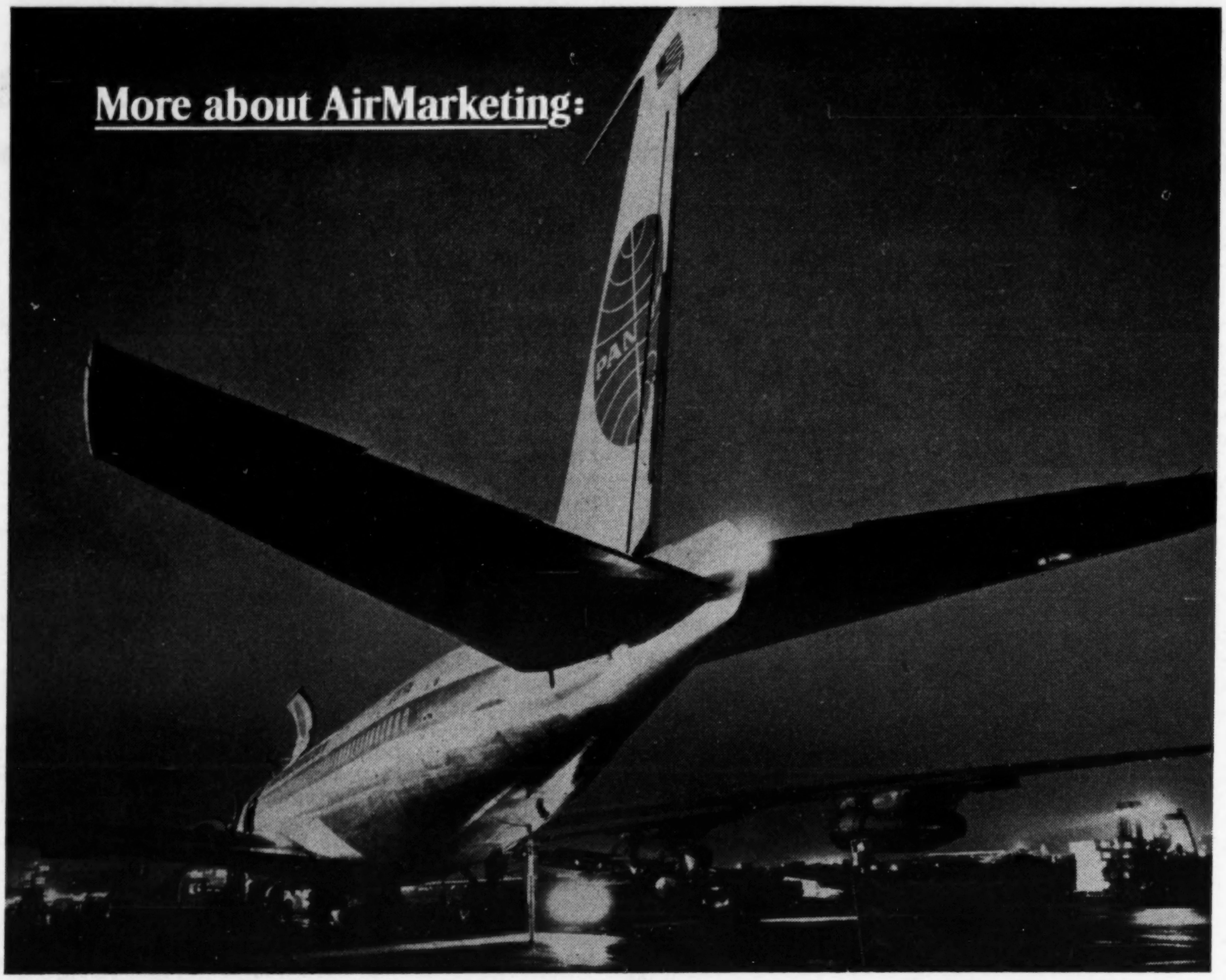

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COMMERCIAL SERVICES FOR EXPORTERS—4.

The overseas services of the CBI

By John Whitehorn, Overseas Director, Confederation of British Industry

This is the fourth in a series of articles on commercial organizations whose advice and services are valuable aids to successful exporting. An article on banks appeared in the issue of April 29, one on the work of chambers of commerce on May 20, and one on insurance on May 27.

Mr. John Whitehorn

IT CAME AS a surprise to one of our members that we could help him over his export problems. 'I thought you were just a body that made statements', he said. He went off to Europe where our men on the spot fixed him up with appointments and interpreters. He eventually appointed agents in eight or nine countries. Some time later he was back on our doorstep for advice: he was setting up his own company in the Common Market. The next time we saw him he was indignant about foreign copying of his designs – by that time pretty well known and appreciated in many markets. We helped him over that too.

Of course, encouragement of Britain's overseas trade is a vital part of our business in the CBI. As a leading national industrial body we are called on to advise the Government of the day on all kinds of policy matters concerning industry, and because of the nature of the British economy this inevitably means weighing the effects of home policies on industry's international competitiveness. Therefore, whether the subject under discussion is transport, taxation, public purchasing policy or any one of the host of other matters which are under continuous study, there has to be a good deal of co-ordination in the work of the various sections of the Confederation. A current example of this is the major CBI study of the implications for British industry of joining the European communities, in which all our directorates are involved.

International links

We are also actively concerned in industrial policy-making in an international setting. Through our relations with our counterparts in Western Europe and other leading industrialized countries, our participation in the work of the Business and Industry Advisory Committee of the OECD, and – through the British National Committee – in that of the International Chamber of Commerce, we are in touch with industrial thinking in many countries. Another important aspect of our work consists in representing the views of industry to the International Labour Organization in Geneva, and we are in constant touch with the activities of this body. These international links lend an additional dimension to our work, and apart from collective discussion of policies, we have developed close relations with many of our 'opposite numbers' abroad. As examples I might mention the regular meetings which we hold with industrial federations in Europe, and such activities as the organization of delegations of industrialists to meet their opposite numbers in the Japanese Keidanren at the time of the 1965 British Fair in Tokyo and the Hong Kong General Chamber of Commerce and the Federation of Hong Kong Industries during the British Week in Hong Kong in March 1966.

It follows from this that we are in a position of special responsibility towards our members in pursuing practical and constructive policies both with the Government at home and in the wider international sphere. For this reason we value our close contact with the day-to-day problems of members. This applies particularly on the overseas side where, following on the tradition inherited from the former FBI and NABM, we offer them a comprehensive advisory service on all matters concerning their overseas trade. The CBI, of course, is less than a year old and is still in the process of shaping itself to the needs of its members in all fields. Although, therefore, I shall indicate here the types of assistance for which our exporting members can and do now look to us, it is important to realize that there is nothing rigid or inflexible in these services. Indeed, at present we are engaged in a special review of them to see what adjustments may be needed in the light of the changing needs of industry and of the increasing range and effectiveness of the services available from other sources, to ensure that our resources are put to the best use in the interests of our members.

The man on the spot

A feature of our export services is our system of overseas representation which has been built up over the past 50 years. In more than 100 countries there is either a body or an individual appointed to watch the interests of CBI members, to keep in regular touch with head office on local developments, and to lend a helping hand to members visiting the market. The great strength of these representatives is that they are part of the local business community and thus actively concerned in the daily life of the country in which they live. They show a high degree of public spirit in the help which they so readily give to British firms – which often goes far beyond the strict line of duty – and we are fortunate to have such devoted service in support of the export effort. They keep in contact with local government and business circles as well, of course, as with the British commercial diplomatic officers in the field, and provide valuable reinforcement to our CBI staff at home, both in advising on policy matters concerning their territories and in helping to deal with the many thousands of requests for assistance received from members every year.

Fortunately for British exporters there is a plentiful supply of commercial and market intelligence at their disposal in this country, through the Board of Trade, banks, chambers of commerce, trade associations and other sources. There are also the whole range of sophisticated services which are spoken of in general terms as 'the City'. The CBI itself, through its world-wide channels, has built up a very considerable amount of information and experience, and this is constantly being drawn on in dealing with members' inquiries. At the same time we see it as part of our job to be knowledgeable about all the various facilities offered to exporters so that we can advise members on finding the type of help which best matches their needs.

The man who has just come back

It is the object of our service to provide not merely information, but advice based on experience. The staff of our Geographical Departments, most of whom have practical experience of working in the areas they cover, are frequently sent abroad to visit their respective markets. In this way they maintain their established contacts and build up new ones while at the same time keeping up to date with developments and new trading opportunities. Thus the member calling on us for help often finds that he is talking to a man who can speak with the authority of one who has just come back from the overseas country in question. The overseas representatives, on their visits to this country, are also often able to meet individual members and discuss their market problems. The member who approaches the CBI head office, or any of our regional offices throughout the country, is normally put in touch with the Geographical Department which deals with the overseas market in question. There are six of these departments, dealing with (i) Western Europe; (ii) the Near and Middle East, East Europe and China; (iii) Asia (India, Pakistan, Ceylon, Japan and the rest of South East Asia); (iv) North America; (v) Latin America; (vi) Africa, Australia, New Zealand and the West Indies. There are also departments specializing in such matters as customs tariffs, import licensing and marking regulations, and providing status reports on overseas buyers and agents.

Over many years member firms have become accustomed to using these services, and we try all the time to be responsive to their changing needs. These, of course, vary enormously. The help sought may be an assessment of market prospects, advice on the best means of establishing a foothold in the market, or help in the selection of agents. It may be merely the opportunity to talk over a trading problem to help the member check his own impressions. Only the other day, for instance, the director of a small but lively firm with a good home trade but no exports, called in to see us after a brief visit to one European market. He had formed a good general idea of the adaptations in his product which would be necessary if it were to meet that country's requirements, but these, he judged, would be worthwhile only if he could be reasonably sure that the resulting product would also suit other neighbouring markets. For him the value of his call was that he was able to discuss his problem with staff who, through good personal knowledge of the European markets, backed up by files of market information and statistics, could go a long way to provide the answer to his query.

Other inquiries may involve lengthy correspondence with our overseas representatives to obtain information that can only be found on the spot. We do not carry out full-scale market research but we can often provide a great deal of preliminary market information which helps a member to decide whether a professional study would be justified. Every effort is made to avoid duplication of effort, and where, for example, a member has also asked the Board of Trade to make similar inquiries on his behalf through the commercial diplomatic officers, our local man will discuss the matter with the officers concerned so that wasteful overlapping is eliminated.

Opportunities for local investment

Increasingly, the larger companies regard direct exports and other ways of earning money abroad in the same light; such firms tend to look at all areas of the world and examine the methods by which they can get the best return – whether by exports, licensing and know-how agreements, local assembly or manufacture, or by any combination of these. We are frequently consulted on such matters and have acquired a good deal of experience and information which can be helpful to members in coming to a decision. We can also, through our local representatives, look for suitable partners for joint ventures in the countries concerned. Members who are considering setting up companies overseas often consult us on complex matters such as taxation, availability of resources, and so on, and here our Geographical Departments can call on the expert advice of staff in other CBI directorates. Where conditions in a market appear to justify the sending of a special investment mission, we can take the lead in its organization.

Recently, for example, a CBI mission, consisting of Sir Norman Kipping, CBI Senior Consultant on Overseas Trade, and myself, visited India and produced a report, which has since been published, on the present situation there. The visit was a sequel to an earlier visit (in 1963) by Sir Norman following which he made proposals leading to a special type of aid (known as Kipping Aid) for India, designed to meet the needs of British orientated companies there in ensuring them supplies of maintenance imports such as spare parts and components. British Government action in line with our recommendations has since followed.

Small firm service

For the small firm considering exports for the first time a special service is provided. An experienced member of our staff is available for consultation on the best method of approach, for instance the use of 'foster firms' or export houses or factoring organizations. Close links are maintained with the British Export Houses Association, through whom appropriate export organizations can be contacted.

Trade inquiries from abroad

A number of foreign businessmen seeking British sources of supply call at our head office or regional offices and are put in touch with members. Similar requests from overseas firms are also received through the overseas representatives. Details of specific overseas buying inquiries or of foreign firms offering their services as agents are passed on to members through a special feature in the CBI fortnightly *Overseas Trade Bulletin*. This also includes regular reports from many of the overseas representatives which alert members to local developments likely to lead to export opportunities for British suppliers and reports written by our own staff on returning from overseas visits.

Selling Britain

All these services are designed to be of direct benefit to individual members but we also play a leading part in promoting British export trade in general. We try, for instance, to support any efforts which are aimed at fostering a favourable climate abroad for British goods. We are in regular touch with the correspondents of the foreign press in Britain and frequently receive visits from individual journalists, or groups, from overseas. A regular publication of our Information Department, *Fanfare for Britain*, with an influential circulation, collates facts about recent successes of British firms, and is available to any member travelling abroad as a help in providing talking points for speeches, broadcasts or for general conversation. But by far the best way to achieve a good reputation for British industry abroad is for individual firms to spread the news of their own achievements, and we co-operate with the Central Office of Information in encouraging firms to take advantage of the many means by which industry's story can be disseminated abroad. Our staff are always ready to advise members on this subject.

Collective effort

We are one of the sponsoring organizations of the British National Export Council and co-operate wholeheartedly in its work, and that of its area committees, in such activities as missions, trade fairs, British Weeks and other forms of collective promotion. Six members of our CBI Export Promotion Policy Committee sit – along with representatives of Government Departments, the Association of Chambers of Commerce and others – on the BNEC's Overseas Promotion Committee, set up to consider major matters of overseas promotion and to co-ordinate a feasible world-wide programme. In 1963 we undertook a major review of current policies and activities in the export promotion field and published the results in a report entitled simply 'Export Promotion'. A striking and unusual feature of this report is that almost all its main recommendations (ranging over such subjects as trade missions, international trade fairs, all-British exhibitions and fairs, British Fortnights and store promotions, co-operative advertising and United Kingdom trade centres overseas) have now been or are being implemented by the Government.

A notable example of collective activity is the all-British trade fair mounted in an overseas country. Such fairs are organized by British Overseas Fairs Ltd., an associated company set up in

(*Continued at foot of next page*)

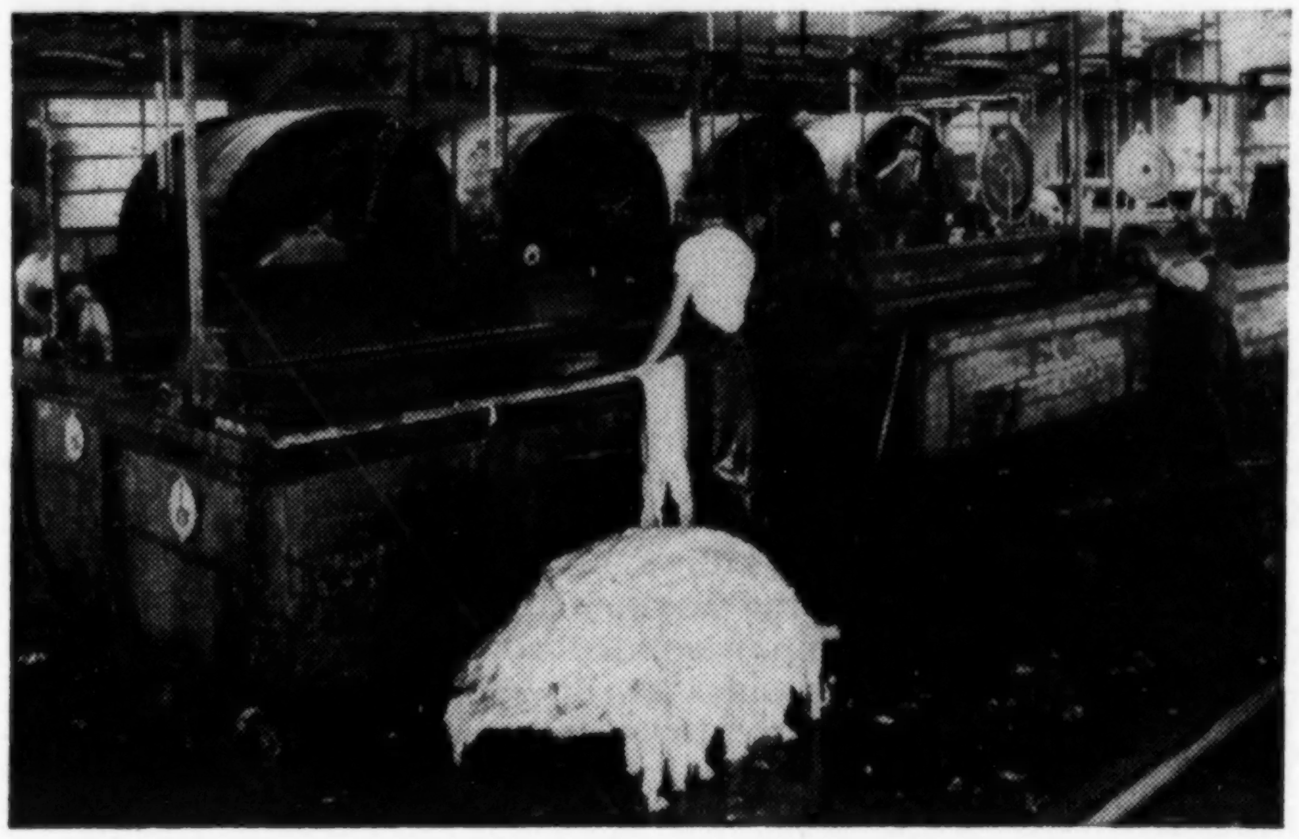
MOVING TO A DEVELOPMENT AREA—5

Fur processing firm successfully established in Cornwall

FOR WELL OVER 30 years the name of Maskell has been associated with the processing of furs and skins. As long ago as 1930, the late Mr. F. Thomas Maskell, who by then had successfully established himself as a dresser and dyer of moleskins at Horley in Surrey, incorporated a company called F. Thomas Maskell Trust Limited. In 1948, in consequence of the death of F. Thomas Maskell and the need to settle his affairs, the present company of Maskell Fur Processes Limited was formed to take over the business of F. Thomas Maskell Trust Limited, and for many years the business was confined to the dressing and dyeing of and dealing in moleskins. Force of circumstances led the directors to experiment with the processing of sheepskins and the manufacture of sheepskin products by using the 'Strathanized' process perfected with moleskins, and today Maskell Fur Processes Limited are renowned for their tanned and dressed sueded sheepskins for clothing and footwear and industrial uses. The original business grew and expanded into a second factory, also at Horley, and by 1959 it was evident that further premises and a more regular labour supply were necessary and that these were not available in Surrey.

Facilities and incentives

Then started a search for a place where not only could a new factory be built, but where there was also sufficient labour available to ensure that it could be successfully established. Inquiries by the company of the Board of Trade yielded a list of areas where industry was needed and welcome, and where facilities to enable the factory to be built would be offered. 'The Government officials,' says Mr. W. B. Morton Maskell, one of the directors, 'went to a lot of trouble to explain in detail all about those facilities and incentives and those areas in which they would be available.'



Picture above shows the 'wet shop' of Maskell Fur Processes, who moved their production from Horley, Surrey, to Redruth, Cornwall, one of the development districts. Their advice to industry is 'anybody who can move out of congested areas would certainly not return to the former frustrating conditions'.

The company were interested in the South-west but had all the usual misgivings about the remoteness of the South-west development districts, possible communications difficulties and whether the labour available would be suitable for their needs. Directors of the company were of the opinion, however, that the South-west was sufficiently attractive in other respects to warrant at least an investigation of its possibilities and they therefore undertook an intensive fact-finding tour of the South-west and particularly of the development districts in Cornwall. The tour of possible areas resulted in the directors deciding on Cornwall and the purchase of a site on the Pool Industrial Estate at Redruth. The building of a 20,000 sq. ft. factory was commenced in June 1959 and was ready for occupation on January 1, 1960. All the plant from the two Horley factories was efficiently moved by train, and Maskell Fur Processes Limited of Pool, Redruth, Cornwall, had become a reality, anxious to prove to themselves and to others that their decision to move to the distant South-west had been a wise one.

'Most of the anticipated problems', say the company, 'did not arise and those which did were not of large dimension. The main problem was in teaching a comparatively raw labour force some of the complexities of leather production, but the people were found to be quick to learn and easy to work with, and since we came here we have expanded the factory, which now occupies 45,000 sq. ft. All the authorities, local and county, were of immense help, and the water and electricity supply boards were equally helpful. Whilst they maintained a close watch on taxpayers' money, it was done with courtesy and understanding. Most of the anticipated problems concerned with the transport of goods to and from the factory proved non-existent, and, in fact, this problem is easier from Cornwall than it was from Surrey.'

Export trade

Maskell Fur Processes Limited now employ nearly 100 people and since establishing themselves at Redruth have built up a considerable export trade and, in this connection, they have acknowledged the great help given to them by the Board of Trade's Export Services Branch.

So Maskell Fur Processes Limited are now firmly and successfully established in an area far removed from the place where F. Thomas Maskell had his roots and gave first parentage to a new thriving business, and from the congested traditional industrial centres; an area of great scenic attraction and charm, where the people not only welcome new industries but are anxious to see them succeed, and, moreover, an area where few of the difficulties that Maskell's expected to encounter have materalized.

Let us end with one final quote from Maskell Fur Processes Limited:

'Our advice to anybody who can move out of the congested areas is to do so for, having done so, we would certainly not return to the former frustrating conditions.'

The overseas services of the CBI—*continued*

1953 by the former Federation of British Industries to carry out the first pioneer effort of this kind – the British Trade Fair in Bagdad in 1954. The object of these events, which may be run either on their own or in association with a British Fortnight or other type of store promotion, is to achieve a particular impact in a given place at a given time. A full programme of supporting features, in which HM Government, the City and others co-operate generously, is a normal feature of the all-British Fair. BOF Ltd. has now successfully carried out 12 of these events, each tailor-made for the country in question, the latest being the highly successful Fair in Tokyo in autumn 1965. Its 1966 programme includes the recent British Trade Fair and Fortnight (with the co-operation of the Export Council for Europe) in Oslo and a British Industrial Exhibition, including a Machine Tool Show, in Mexico City in October. In 1967 BOF Ltd., with the full support of the BNEC's Committee for Exports to Canada, will be running a British Industrial Fair from May 1-5 as part of the National Industrial Production Show in Toronto and a British Pavilion in the British Columbia International Trade Fair from May 17-27, while the Board of Trade will be putting on a British Week in Toronto in October. This joint effort, in Canada's centenary year, is a good illustration of the co-ordination of effort which is increasingly becoming a feature of Britain's export promotion.

Prime Minister's statement on the seamen's strike

THE FOLLOWING statement was made by Mr. Harold Wilson, the Prime Minister in the House of Commons on June 20.

'As the House will be aware, the first Report of the Court of Inquiry was rejected by the Executive Committee of the National Union of Seamen. In the days that followed there were several meetings between the National Union of Seamen Committee and the Finance and General Purposes Committee of the Trades Union Congress, and between representatives of the National Union of Seamen and the Government. There were also of course meetings between my right hon. Friend and myself and the Trades Union Congress Finance and General Purposes Committee.

'Last week, as the House knows, my right hon. Friend and I had a series of meetings with the nominated representatives of the Seamen's Union, with the Shipowners, and on Friday there was a joint meeting between the two sides at 10 Downing Street. When this failed to produce any move towards a settlement my right hon. Friend and I met the full Executive Committee. After this the Executive returned to their headquarters and resolved to continue the strike while reaffirming their willingness to resume negotiations with the Employers.

'In all the meetings my right hon. Friend and I stressed that the Government stood on the Report of the Court of Inquiry. The seamen, while apparently moving towards an acceptance of the two stages of implementations of the 40-hour week, as recommended in the Report, stood out for maintaining the present leave arrangements in respect of Sundays worked at sea, on average 51, instead of the 39 recommended by the Court of Inquiry. The position of the Owners was that only with considerable difficulty would they be persuaded to accept the Pearson Report and that if the strike continued the effect on the industry might be such that even this could not be afforded.

'My right hon. Friend and I made repeatedly clear that while we were not standing on every dot and comma of the Pearson Report, we should be opposed to a settlement which cost more than the Pearson recommendations. We were prepared to agree to a proposal that additional days leave could be earned by their being taken in lieu of overtime, which would clearly have no effect on the cost. We said also that since the Report criticised the very high rate of overtime in British ships compared with their Continental competitors, and since the National Union of Seamen asserted that the ships could be adequately worked with less recourse to overtime, the Union might well reserve their position on leave arrangements until the Court of Inquiry in the autumn had completed the second stage of its investigation, namely the examination of all matters affecting productivity, including questions of manning, flexible use of crews and overtime working, as well as other aspects of sea-going employment. If it was clear that on any or all of these matters there could be a guaranteed increase in productivity, then at that stage there could be further discussions on leave. But it must be clearly understood that the total cost of any additional leave or other improvements must be fully met by increases in productivity which must be more than pious aspirations or declarations of intent and must be firmly in the bag before any further concessions can be made.

'Before I come to what I think are the main issues now facing the industry and the nation, I should like to say a word about the Emergency Powers. As the House knows, both the Proclamation of the State of Emergency and the Regulations made under the Emergency Powers Act expire in the middle of this week. It is the Government's intention to seek a new Proclamation and a renewal of the Emergency Regulations on Wednesday. These of course will require the assent of the House.

'When the House agreed to the Regulations the Government made it clear that the special powers granted to us would be used only if the need arose. In fact the rate of build up of the strike and the position in the individual ports has been such that it has so far not been necessary to use any of the powers. But so long as the strike continues, with the situation in individual ports varying literally from day to day, the need could arise at any time, and we shall not hesitate to use whatever powers are needed as soon as they are needed. It would have been just as wrong to have used these powers before the need arose, as it would be to abstain from their use as and when the need becomes clear.

'So far as the general level of supplies in the country as a whole is concerned, no serious problem has yet arisen. Some exports, particularly of the bulkier goods including vehicles, have of course been affected, and the effects may last longer than the strike itself. But the general effect on exports has been less than one might have expected and exporters and shippers have shown great ingenuity not least by the use of air transport in maintaining shipments on time. But we are closely watching for individual difficulties to arise. And we shall now be entering into discussions with industry to work out emergency plans to use Royal Air Force transport planes, if this becomes necessary, to deliver particular consignments of exports, obviously where their value is high in relation to their bulk, which it is especially important to deliver on time.

'Apart from exports the most pressing problems we face in the immediate future are the growing difficulties being experienced by the inhabitants of some of the outlying islands of the United Kingdom and the maintenance of the parcel post service to and from Northern Ireland – and Northern Irish industry makes considerable use of this service for the movement of its goods to the main part of the United Kingdom.

'Although a service has been maintained to certain Scottish islands, the Government is now proposing to supplement this service by the regular use of Naval vessels to make possible a greater movement of supplies.

'With regard to the Northern Ireland parcel post, a considerable part of the back-log has been cleared over the last week and we are now ready to use Royal Air Force planes to clear the rest if necessary.

'Now, Sir, I should like to indicate to the House how the Government sees the situation following last week's meetings. We have made clear to the Executive of the Union the serious damage which this strike is inflicting and is capable of further inflicting on our economic position, even if, so far, the damage has been far less than was hoped by some of those who saw in this strike a means of crippling the economy and securing a reversal of essential government policies. Secondly, we have made it clear that, while we have done everything in our power to secure a satisfactory and honourable settlement, if this strike continues the Government have got to react to it with every measure necessary to protect the interests of the nation. This they fully understand, as public statements have shown. It is not our desire to see this Union smashed or weakened; if this were to occur it would result from actions not of government but of those exercising their powers within and upon the Union. The Executive can now be in no doubt that, though they started the strike against a background of considerable public support for the seaman's case, public sympathy has been progressively alienated, first by their brusque rejection of the Pearson Report, second by their continuing refusal to follow the course urged upon them by both the Trades Union Congress and the Government, and third – and I said this in clear terms to the Executive – by the public reaction to television films and press reports of action by certain militant individuals in individual ports against seamen who sought freedom to express their own point of view.

'The Seamen's Executive are probably in little doubt that this strike will not succeed in forcing any settlement beyond that which is so widely regarded as reasonable. Any success they were to have in widening the area of the strike would only succeed in damaging the economy and ultimately damaging, if not destroying, the effectiveness of the Union, by putting still further strains on the minority of members who are bearing the sacrifice. By the end of this week seamen engaged in the cross-Channel and other short-sea trades will have lost on the average out of their wages over £100, and in many cases far more than that at this time of seasonal peak earnings. With a wage settlement estimated at providing an immediate further gain of £1 a week, it will take them nearly two years to get back what they and their families have already lost and this period will extend by each day the strike lasts. These men at least have pretty well lost already in hard cash more than they would have gained over the next year if their full demand had been conceded.

'This Union has had an unhappy history and, as I told the Owners on Friday, the Owners themselves bear a heavy responsibility for this by the cynical way in which for so many years they were content to transform the Union into a creature of the companies. This led to a naturally democratic revolt now giving way in the name of militancy to pressures which are anything but democratic. The Executive last Friday knew the score and yet the combined advice and appeals of Government and friendly trade union opinion was rejected as brusquely last Friday as the Pearson Report was rejected

BoT to take over civil aviation: shipbuilding to Ministry of Technology

TRANSFER OF RESPONSIBILITY for civil aviation to the Board of Trade and transfer of responsibility for the shipbuilding industry from the Board to the Ministry of Technology were among the changes announced in Parliament by Mr. Harold Wilson, the Prime Minister, on June 16. The Prime Minister said:

'The House will know that the question of the future of the Ministry of Aviation has been under consideration for some time. The issues involved obviously raise a fundamental and difficult question, namely whether Ministerial responsibility for the production industry concerned should be associated with the responsibility for the management of the airlines, who are, amongst others, the customer of that industry, or whether the aircraft industry, which is a significant part of the engineering industry, should not be handled Ministerially together with the rest of the engineering industry.

'In addition, there is the fact that a very considerable proportion of the nation's research and technological resources are engaged within the aircraft field, and this, together with the declared policy of the Government to transfer more and more of its resources from defence to civil production, including the development of export trade, provides the further case for ending the present division on the industrial side.

'Problems arising out of responsibility for the airline corporations and broader issues, many of them international – including relations with the International Air Transport Association – have much in common with the problems associated with the national and international aspects of the shipping industry, for which the Board of Trade is responsible. The Government, have, therefore, decided that the responsibility for the aircraft industry should, in due course, pass to the Ministry of Technology as should most of the research and development functions. Responsibility for civil aviation will go to the Board of Trade.

'For similar reasons, the shipbuilding industry, responsibility for which has been in the Department responsible for the shipping industry, namely, the Board of Trade, will also be transferred to the Ministry of Technology since it has become more and more illogical to separate marine engineering from other aspects of the engineering industry. Most of these decisions will take effect in the autumn.

'I had considered an earlier transfer of all civil aviation functions to the Board of Trade, but with the urgent decisions still to be taken about future purchasing programmes of the airline corporations, I thought it right to leave responsibility for the supervision of the air corporations and independent airlines in the hands of my right hon. Friend the Minister of Aviation until those decisions had been taken. We shall, however, immediately be transferring to the Board of Trade all other aspects of civil aviation.

'I should, perhaps, add that while it is intended that the greater part of the research and development work at present conducted by the Minister of Aviation will be transferred to the Ministry of Technology, a comprehensive examination is now being undertaken to determine to what extent procurement responsibilities of the Ministry of Aviation might more appropriately be transferred to the Ministry of Defence. This examination will be completed before the Ministry of Technology takes on these new responsibilities.'

(*Discussion on the announcement is given in June* 16 *Hansard, cols.* 1660 – 1666.)

Second Permanent Secretary for BoT

FOLLOWING the above changes, it was announced from 10 Downing Street that ' in view of the additional responsibility falling upon the Board of Trade, Mr. D. R. Serpell, CB, CMG, OBE, at present a Second Secretary in the Board of Trade, will be appointed a Second Permanent Secretary in that department.'

Note:

Mr. Serpell, who is 54, was educated at Plymouth College, Exeter College, Oxford, and abroad. Entered the Ministry of Food 1939. Transferred to the Ministry of Fuel and Power 1942, and to the Treasury 1945. Assistant Secretary 1948. Under Secretary 1954. Promoted Deputy Secretary and transferred to the Ministry of Transport 1960. Transferred to the Board of Trade as Second Secretary 1963.

Board of Trade's responsibility for titanium

THE MINISTRY OF AVIATION and the Board of Trade announce that sponsorship responsibility for raw and semi-manufactured titanium and titanium scrap will be transferred from the Ministry of Aviation to the Board of Trade on June 27, 1966. From that date, correspondence on economic and commercial questions should no longer be addressed to Air A.2(c), Ministry of Aviation, but to: Industries and Manufactures Division 4, Board of Trade, 1 Victoria Street, London, S.W.1.

The change in Governmental organization will not affect the Ministry of Aviation's responsibilities for liaison with the titanium industry on research work and other technical matters affecting the development and production of aircraft and missiles.

Industrial Training Act, 1964

ON JUNE 10 Mr. Ray Gunter, Minister of Labour, circulated to interested organizations a draft schedule of proposed amendments to Schedule 1 of The Industrial Training (Engineering Board) Order 1964.

The effect of the principal amendments is to exclude from the scope of the Engineering Industry Training Board the production of non-ferrous metals other than aluminium, copper or copper alloys; the installation, testing, inspection or repair of radio or television receiving sets by any employer engaged in the sale or hiring of the sets, or in carrying on a broadcast relay station; the manufacture of nameplates and similar plates by printing processes; and the manufacture of furnishing springs and the assembly of venetian blinds. Activities which the Minister proposes to bring within the scope of the Board include the manufacture of piezo-electrical devices; the manufacture of engineering models; the making-up of electric blankets; and the hiring out by an employer of individuals in his employment to engineering firms for the purposes of engineering employment.

A number of other amendments are proposed with a view to clarification of the Order. Any organization which considers that it has an interest in this draft schedule and has not yet received a copy should apply to the Ministry of Labour (TC1), 32 St. James's Square, London, S.W.1. Observations on the draft should reach the Ministry by July 8, 1966.

PRIME MINISTER'S STATEMENT, *continued*

nine days earlier. It has been apparent for some time – and I do not say this without having good reason for saying it – that since the Court of Inquiry's Report a few individuals have brought pressure to bear on a select few on the Executive Council of the National Union of Seamen, who in turn have been able to dominate the majority of that otherwise sturdy union. It is difficult for us to appreciate the pressures which are put on men I know to be realistic and reasonable, not only in their Executive capacity but in the highly organized strike committees in the individual ports, by this tightly knit group of politically motivated men who as the last General Election showed utterly failed to secure acceptance of their views by the British electorate, but who are now determined to exercise back stage pressures forcing great hardship on the members of the Union and their families, and endangering the security of the industry and the economic welfare of the Nation.'

Shipping industry inquiry

IT WAS ANNOUNCED from 10, Downing Street on June 16 that the Government have decided that they will set up a committee to inquire into the structure, organization and related questions of the shipping industry. The members of the committee and the terms of reference will be announced later.

It is understood that the new committee is not expected to begin its work until the Court of Inquiry under the chairmanship of Lord Pearson has made its report.

President to visit the Soviet Union and Australia

MR. DOUGLAS JAY, President of the Board of Trade, will visit Moscow from July 6 to 9 to open the British Industrial Exhibition on July 8.

The British Industrial Exhibition in Moscow has been organized by Industrial & Trade Fairs Ltd., with assistance from the Board of Trade. Some 500 British companies will be represented at this exhibition which is being held at the Sokolniki Park from July 8 to 24. The Exhibition will be a hard selling commercial event and not a 'way of life' display. Exhibits will consist mainly of capital goods and industrial equipment such as textile machinery, electronic and process controls, engineering and chemical plant, agricultural equipment and commercial transport. Consumer goods being displayed will include musical instruments, sports equipment, toys and cosmetics.

United Kingdom trade with the Soviet Union over recent years is as follows:

£ million

	1963	1964	1965	Jan.-April 1966
UK imports (c.i.f.) . .	96·8	97·0	118·9	25·1
UK exports (f.o.b.) . .	55·6	38·0	45·5	16·2
UK re-exports (f.o.b.) . .	8·5	1·7	0·5	0·1

The President will also visit Australia from September 17 to October 8 at the invitation of the Australian Government. The President expects to spend some time in Canberra, Sydney, Melbourne, Brisbane, Adelaide and Perth. This will provide an opportunity for him to meet Commonwealth and State Ministers. The visit will also enable the President to see at first hand the British export effort in Australia.

Notes:

United Kingdom trade with Australia

Australia is Britain's second largest export market, counting the member countries of the EEC separately, and Britain is Australia's largest single supplier, supplying over 25 per cent of her imports. (United Kingdom exports to Australia in the years 1963, 1964 and 1965 were: £236 million, £257 million and £280 million respectively.)

Britain is Australia's largest export market, taking about 20 per cent of her total exports. (United Kingdom imports from Australia for the years 1963, 1964 and 1965 were: £206 million, £251 million and £220 million respectively.)

Export promotion

The Board of Trade have been devoting particular attention to export promotion to Australia. In the Spring of 1965 the Board of Trade organized a special tour of Britain by six of the British Trade Commissioners in Australia in the course of which they had individual discussions with about 800 firms making products for which there are good prospects in the Australian market. With the encouragement of the Committee for Exports to Australia a number of inward and outward trade missions are being organized. A 72-page supplement, 'Trading with Australia', was published in the *Board of Trade Journal* of February 26, 1965.

Previous Ministerial visits

Mr. Jay is the first Board of Trade Minister of the present Administration to visit Australia, but various other Ministers have been, notably the Secretary of State for Defence, the Secretary of State for the Commonwealth, the Minister of Agriculture, the Lord Chancellor and the Home Secretary (when Minister of Aviation).

The Third Lanark Athletic Club Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165 (b) of the Companies Act, 1948, have appointed Mr. J. M. Turner, OBE, CA, of 90 Mitchell Street, Glasgow, C.1, to act as inspector to investigate the affairs of the Third Lanark Athletic Club Limited.

LORD RHODES MEETS TRINIDAD BUSINESSMEN

Lord Rhodes (centre), Parliamentary Secretary, Board of Trade, receives a party of businessmen from Trinidad at the Victoria Street, London, offices of the Board of Trade. The party is visiting Britain for a month as guests of the Commonwealth Relations Office under arrangements made by the Central Office of Information. From left to right are: Mr. E. E. Mahabir, Mr. H. O. Roberts, Lord Rhodes, Mr. L. Blache-Fraser and Mr. T. E. Gatcliffe.

Mr. Mason to open seamen's hostel

MR. ROY MASON, Minister of State, Board of Trade, will open the 'Stella Maris' hostel for seamen at Salford on June 25.

This new residential club for the Port of Manchester is being provided by the 'Apostleship of the Sea', one of the three major welfare organizations with world-wide services catering for seafarers. The objects of this Society with International Headquarters in Rome are to promote the spiritual and social welfare of seafarers throughout the world irrespective of race, creed or colour, by organizing clubs and service centres.

In addition to this new residential club at Salford, the Society provides residential accommodation in clubs at Belfast, Ellesmere Port, Hull, Liverpool, London and South Shields. The Society also provides non-residential clubs at other ports in the United Kingdom.

The new hostel, which will provide accommodation for 24 seafarers in Oldfield Road, Salford, replaces the old non-residential club at Howard Street.

Those attending the opening ceremony will include the Mayor of Salford, Alderman F. Dewhurst; Reverend Arthur Keegan, Port Chaplain; Bishop Thomas Holland, Catholic Bishop of Salford; Bishop Rudderham, Bishop of Clifton, National Director of the 'Apostleship of the Sea'; Mosg. F. S. Frayne, Vice-National Director and National Secretary for England and Wales; and Alderman Leslie Lever, MP, Vice-President, the 'Apostleship of the Sea', Salford area.

Birthday Honours for services to export

THE BIRTHDAY HONOURS quoted in last week's issue 'for services to export' were taken from the Board of Trade departmental list. The following awards were also cited in the *London Gazette* on June 11 'for services to export'. The firms involved are in industries which are the responsibility of the Ministry of Agriculture, Fisheries and Food.

Honour	Name	Position
O.B.E.	Dennis Frederick James Shattock	Export Department Manager, H. J. Heinz and Co. Ltd.
M.B.E.	Sidney Albert Bartlett	Export Manager, Huntley and Palmers Ltd.

Commonwealth trade ministers' meeting 1966

THE MEETING of Commonwealth Trade Ministers under the chairmanship of Mr. Douglas Jay, President of the Board of Trade, was held in London from June 13 to 16. Australia and New Zealand were represented by their Deputy Prime Ministers. Canada, Ceylon, Cyprus, Guyana, India, Jamaica, Kenya, Malawi, Malaysia, Malta, Pakistan, Sierra Leone, Tanzania, Trinidad and Tobago, and Uganda were represented by their Ministers of Trade. Singapore was represented by the Minister of Labour; Ghana and Nigeria were represented by the Heads of their Trade Ministries, and Zambia by its High Commissioner in London. The Deputy Prime Minister of Bechuanaland and the Minister of Trade of Mauritius also took part. Among the British dependent territories Barbados, St. Kitts/Nevis/Anguilla and Hong Kong were individually represented at the discussions.

Anglo-Canadian trade committee formed

THE HON. Robert Winters, Canada's Minister of Trade and Commerce, who has been attending the Commonwealth Trade Ministers' Conference at Marlborough House, called on Mr. Douglas Jay, President of the Board of Trade, on June 17.

The Ministers reviewed a number of matters affecting Anglo-Canadian trade, including those which Mr. Jay had discussed during his own visit to Canada in May.

The Ministers agreed that it would be to the benefit of both countries if Ministers concerned with commercial and economic relations were to meet at intervals for discussion of problems of common concern. They accordingly agreed to establish an Anglo-Canadian Ministerial Committee on Trade and Economic Matters, and to hold its first meeting later in the year.

DEA progress report for June

THE JUNE 1966 issue of DEA *Progress Report* was published on June 16. The Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows:

Economic: 'Britain and Europe'; 'Measuring the cost of living'; 'Industrial and Regional Planning in Northern Ireland'; 'Housing'; 'Notes from the regions'.

Copies are available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

INSIDE MARLBOROUGH HOUSE

The scene inside Marlborough House, London, at the opening session of the Commonwealth Trade Ministers' Conference. The conference was the direct result of the Commonwealth Prime Ministers' meeting held in London last July and provided an ideal opportunity for a general exchange of views and methods of increasing trade. Mr. Douglas Jay, President of the Board of Trade, who was elected chairman of the talks, said that Commonwealth trade still represented a quarter of world trade.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, over 13,700 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Selective Employment Payments Bill

THE SELECTIVE EMPLOYMENT PAYMENTS BILL, published on June 15, gives effect to the proposals for the payment of premiums and refunds outlined in the Government's White Paper 'Selective Employment Tax' (Cmnd. 2986). Power to collect the new tax is given in Clause 42 of the Finance Bill.

In accordance with the White Paper proposals the new tax will be paid from September 5, 1966, by employers for every employee for whom flat-rate National Insurance contributions are paid. It will not be paid for self-employed persons. Repayments are to be made as soon as possible after January 1, 1967, and not later than end February 1967, and thereafter quarterly. Repayment of tax will not be made for employees in the construction industry, in the professional services and in all services industries. The tax, to be collected by the Ministry of Pensions and National Insurance as an addition to the Class I National Insurance stamp, will be as follows:

	s.	d.
Men	25	0
Women	12	6
Boys under 18	12	6
Girls under 18	8	0

Payment of premiums

Employers whose establishments are classified under Orders III to XVI of the Standard Industrial Classification* – these are the Orders under which manufacturing establishments are classified – will be able to obtain from the Ministry of Labour a refund of the tax *plus* an additional sum, the total to be known as the *premium*. Establishments, so classified, will not, however, get a premium if more than half of their workers are employed for office purposes (other than drawing); on transport of the employer's own goods; or in sales. These are described as 'non-qualifying activities'.

Broadly speaking, premises occupied by a single employer, to all parts of which access can be obtained without leaving the premises, will be treated for purposes of the Bill as constituting the site of a single establishment. Thus, two buildings on a site occupied by a single employer would constitute one establisment; if the buildings are separated by a public road this would be two establishments. The Bill also gives Ministers concerned a discretion to treat the site of a single establishment as if it were the site of two or more establishments if the employer so requests. This power will be exercised in accordance with criteria to be announced.

The premium will also be paid in respect of scientific research carried out in establishments belonging to manufacturing firms or in establishments certified by the Minister of Technology to be engaged on research related to manufacturing.

The weekly rates of premium will be:

	s.	d.
Men	32	6
Women	16	3
Boys under 18	16	3
Girls under 18	10	6

Refunds

Employers whose establishments are classified under the following headings will get a *refund* of the tax from the Minister named but will not receive any additional sum.

Fishing industries (including share fishermen)	Minister of Labour.
Mining and quarrying	Minister of Labour.
Transport and communications (other than those coming under the heading covering Miscellaneous Transport Services such as Motor Associations and Ticket Agencies and the storage of goods)	Minister of Labour.
Agriculture, horticulture and forestry	Minister of Agriculture, Fisheries and Food (England and Wales). Secretary of State for Scotland.

There will be the same qualification as applies to manufacturing – refunds will not be paid for establishments where more than half the workers are employed for office purposes, on transport or in sales. But a separate transport establishment of a manufacturer which is operated by him or by an associated company for the carriage of his goods (and which under Clause I does not qualify for premium) will be eligible for refund.

Charities

Refund of tax will be made by the Minister of Labour to charities. For this purpose charities are those bodies which

(a) in England and Wales are registered under Section 4 of the Charities Act, 1960; or

(b) are certified as charities or ecclesiastical corporations by the Charity Commisioners or the Department of Education and Science; or

(c) in Scotland, are certified to be charities within the meaning of the Income Tax Act by the Secretary of State.

Domestic or nursing help

Persons in certain households needing to employ domestic or nursing help to care for sick or aged persons or young children may claim a refund of tax from the Ministry of Social Security. Refund will not be payable unless the Supplementary Benefits Commission is satisfied that certain requirements are fulfilled. There will be a right of appeal against the decision of the Commission to an Appeal Tribunal under the National Assistance Act 1948.

Counter-balancing payments

Nationalized industries, local authorities and the National Health Service will, in general, receive counter-balancing payments through their normal source of government monies.

Some points about government departments and nationalized industries are:

Government departments: Employment in the civil service is defined as 'excepted employment', i.e. the provisions for payment of premiums or refunds do not apply to it. This term also applies to service in the Forces and certain institutions (mainly museums) which are listed in Schedule 2 of the Bill.

Nationalized industries: Those parts of the nationalized industries which are engaged in activities directly comparable with similar activities in the private sector will attract premiums. These are listed in Schedule 1 (Part III).

Those parts of nationalized industries which are engaged in service activities directly comparable with similar activities in the private sector will not qualify for a refund. These are listed in Schedule 1 (Part II). Otherwise the nationalized industries are treated as 'neutral' for purposes of the tax.

Registration

The Ministers concerned – principally the Minister of Labour, Minister of Agriculture, Fisheries and Food and the Secretary of State for Scotland, are required to keep registers of establishments qualifying for premiums or refunds under Clauses 1 and 2 of the Bill. Employers claiming repayments must apply to be put on the register, and the application is to be in such a form as the Minister concerned may direct.

If an employer applies to the Minister of Labour to be put in the premium section of the register, the Minister may put him, instead, on the refund section if he thinks that appropriate, or vice versa. Employers will have the right to appeal against a refusal by a Minister to register an establishment to an Industrial Tribunal. They may also appeal against a decision by the Minister to remove an establishment from the register or against the amount of payment which the Minister concerned proposes to make. The Industrial Tribunals to be used for this purpose are those which hear appeals under the Industrial Training Act and under the Redundancy Payments Act.

Enforcement

Persons authorized by the appropriate Minister will be empowered to enter premises which are registered as establishments qualifying for premiums or refund, or in respect of which an application for registration has been made, and to examine and copy records, and question individuals. There are penalties for infringement and power is given for the recovery of monies wrongly paid.

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* Standard Industrial Classification, price 3s. net; and Standard Industrial Classification, Alphabetical List of Industries, price 5s. net, both published by Her Majesty's Stationery Office.

Power to amend Act

The Minister of Labour, with the consent of the Treasury and subject to affirmative approval of each House of Parliament, will be empowered to alter the employments qualifying for premium or refund or to define these by reference to a later or amended edition of the Standard Industrial Classification.

Financial effects

The Explanatory Memorandum to the Bill sets out the estimated cost of payments in a full year under the Bill. These are:

	£ million
Premiums to manufacturing industries	570
Refunds to fishing, mining, quarrying, transport and communication, agriculture and forestry	55
Payments to Certain public bodies	120
Payments to Local authorities and other bodies	100
Refunds to charities	6
Refunds in respect of domestic help	8
	859

It is estimated that, in a full year, the net yield of the tax will be £220 million.

CBI Industrial Trends Survey

THE CONFEDERATION of British Industry's *26th Industrial Trends Survey* was published on June 16. The figures in the tables are the weighted results of 1,308 replies received, the majority of which arrived during the period May 19 to June 1.

The survey shows more buoyancy in export prospects and no signs of lessening demand in the home market. The labour shortage continues to be severe and costs continue to rise. There is no more optimism in industry, and its capital investment now appears likely to fall.

British Export Houses Association AGM

SPEAKING at the annual general meeting of the British export Houses Association on June 9, Mr. D. W. Beharrell, the retiring chairman, said that it was gratifying to note that export houses' contribution to the country's 'invisible' export earnings was recognized by the association's representation on the special committee set up by the British National Export Council to examine methods of increasing nett earnings from 'invisibles'. He congratulated the Joint Export Credits Committee, who work closely with the Export Credits Guarantee Department, on their watchfulness of members' interests. The technicalities involved were immense and fresh detailed needs were constantly emerging.

Immediately after the annual meeting the council elected the Hon. Robin Campbell, chairman, and Mr. Peter Adam, deputy-chairman.

Belgian trade mission to study gas central heating

A TRADE MISSION from Belgium is visiting the United Kingdom from June 19 to 25 to study the latest advances made by manufacturers in gas-fired central heating. Organized by the Heating, Ventilating and Air Conditioning Trade Association in conjunction with British National Export Council, the mission represents all sections of the Belgian gas appliance manufacturing and installation industry and will visit various British manufacturers.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

Application for drawback of duty on imported materials used in the manufacture of sugar confectionery, etc., for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on the following:

Imported goods

- Milk powder
- Coconut, desiccated
- Pineapple, fresh
- Edible nuts, other than coconuts, Brazil, cashew, hazel, almonds, and chestnuts
- Peel of melons and citrus fruit; fresh, frozen, dried or provisionally preserved
- Ginger
- Maize and milo starches
- Titanium oxide
- Menthol (not synthetic)
- Tartaric acid
- Lime oil
- Essential oils, terpeneless: orange, lemon, mandarin, tangerine, peppermint, spearmint, aniseed, eucalyptus
- Albumins
- Acyclic alcohols
- Aldehydes
- Citric acid
- Lecithin and other phospho aminolipins
- Saccharin
- Natural gums (including chicle)

Exported Goods

1. Chocolate couverture, bakers' covering compounds, granulettes and other chocolate for further manufacturing purposes.
2. Chocolate confectionery, sugar confectionery containing cocoa, and chocolate biscuits.
3. Cocoa powder, sweetened or unsweetened, and drinking chocolate.
4. Sugar confectionery, not containing cocoa.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than July 14, 1966.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 8, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	13β - Ethyl - 3 - methoxygona - 2:5 (10) - diene - 17-one.	As in previous column .	December 31, 1966	6873
29.13	9α- Fluoro - 11β : 17α - dihydroxy - 6α - methylpregna - 1:4 - diene - 3:20-dione.	Fluorometholone . .	December 31, 1966	6872
29.34	*O*-Ethyl phenyl ethylphosphonodithioate.	O-Ethyl-S-phenyl ethylphosphonodithioate.	December 31, 1966	6874
29.42	Quinidine sulphate . .	As in previous column .	December 31, 1966	6864

Industrial development in South Wales

—The President

REFERRING TO the approvals for factory building announced by the Board of Trade Office for Wales on June 15, Mr. Douglas Jay, President of the Board of Trade, said:

'I am delighted with the decision taken by the Ford Motor Company Limited to expand at Swansea. The former Prestcold factory which they occupy was the largest ever built by the Government for rental in Wales; but the extensions now planned will increase it to three times the present size.

'The additional 5,000 jobs for men promised over 10 years by this expansion scheme should give real help in offsetting prospective redundancy from the coal and steel industries in West South Wales.

'Further East, I am also very glad to welcome the prospect that Fram Filters Limited and Perkin-Elmer Limited are to have Government financed factories on the new site being developed by the Board of Trade at Llantrisant. Between them these projects should provide another 500 jobs for men at a location which was specially chosen to assist in dealing with the problem of unemployment in the Rhondda Valleys.

'These important projects are, however, only part of the story of current progress in attracting industry to Wales. Negotiations are at an advanced state for other projects for South Wales which in aggregate will offer a further 4,000 jobs. I might mention that in January to May of this year, industrial development certificates were issued for projects in Wales totalling 3·1 million square feet, providing 10,700 new jobs, compared with 1·3 million square feet and 3,300 jobs in the same period of last year.

'This is overwhelming evidence that the decision taken in October to extend the development districts to include most of industrial South Wales was right. Since then, the Government has decided also to bring most of Central and Northern Wales within the new development areas. I am confident that these steps will enable us not only to deal with present and prospective unemployment but also to lay a firm foundation for the future growth and prosperity of Wales.'

Note:

The factory approvals announced by the Board of Trade Office for Wales are:

A ten year expansion programme for Ford Motor Company involving an additional 1,250,000 square feet of factory building at Swansea.

The construction of a new factory of 150,000 square feet at Talbot Green near Llantrisant, Glamorganshire, for Fram Filters Limited.

The construction of a new factory of 20,000 square feet at Talbot Green near Llantrisant, for occupation by Perkin-Elmer Limited.

Industrial Estates Management Corporation for England

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. J. O'Hagan, OBE, to be a member of the Industrial Estates Management Corporation for England from June 15, 1966.

Mr. O'Hagan is General Secretary of the National Union of Blastfurnacemen, Ore Miners, Coke Workers & Kindred Trades and Chairman of the TUC General Council for the current year: he is also a member of the Iron and Steel Training Board, a director of Remploy Ltd. and a member of the North of England Industrial Health Service.

Note:

The Industrial Estates Management Corporation for England (like those for Scotland and Wales) was set up under the Local Employment Act, 1960. The Corporation, which was the successor to the English Industrial Estates Ltd., is responsible for the development and management of Board of Trade industrial estates and factories in England. There are some 20 estates under the management of the Corporation of which the largest is at Team Valley, near Gateshead. The Corporation is also responsible for building factories in England on behalf of the Board of Trade; current projects include 27 advance factories approved since November 1964 and the initial development of recently acquired sites of some 350 acres near Thornaby-on-Tees.

Board of Trade to build two factories at Kilsyth

THE BOARD OF TRADE has almost completed negotiations for the purchase of 5½ acres of land at the Haughs, Kilsyth, where two factories are to be built. One is a 12,000 sq. ft. advance factory, and the other of 25,000 sq. ft. is being erected specially for Donaldson Brothers (Alloa 1937) Ltd.

The Alloa firm, which already occupies about 400,000 sq. ft. of factory space in Scotland, plus a further 35,000 sq. ft. in Yorkshire, and employ 1,600 people, expect to provide an additional 300 jobs (almost all for women) at the new Kilsyth plant. They will be employed on making-up of knitwear garments produced at the company's other factories. Increasing demand for Donaldson Brothers' products (exports are currently running at 50 per cent of output) has led to this latest expansion move.

The advance factory to be built at the Haughs site is intended for incoming industry, and in line with Board of Trade policy preference will be given to firms requiring a good percentage of male workers.

Board of Trade advance factory goes to clothing firm

THE BOARD OF TRADE'S 12,000 sq. ft. advance factory at West Calder has been allocated to S. Simpson Ltd., manufacturers of Daks clothing for men, who already have a large factory at Larkhall. About 100 new jobs – mainly for women – will be provided initially but the intention is to double this labour force as soon as the company is satisfied that the high quality standard demanded has been achieved. Recruitment of labour has already begun. There is adequate space for further expansion after the present factory is fully occupied.

The company came to Scotland in 1941 and after the war moved into a factory built to their specification by the Board of Trade. Something like 2,000 people are now employed at Larkhall, and the company is finding difficulty in expanding further due to a shortage of suitable labour in the area. Higher production is required to meet ever increasing demands overseas, particularly in the United States, Europe and the Commonwealth. At the moment exports account for about one-third of output, and go to more than 70 countries.

The West Calder factory is complete with the exception of the installation of the company's special requirements.

New companies for West Lothian

THREE NEW developments are announced by West Lothian County Council for Greendykes Road Industrial Estate, Broxburn.

B. Mackness & Co. Ltd., 2 Melville Street, Edinburgh, are to build a 5,000 sq. ft. factory on the estate to manufacture a range of light-weight continental-style quilts.

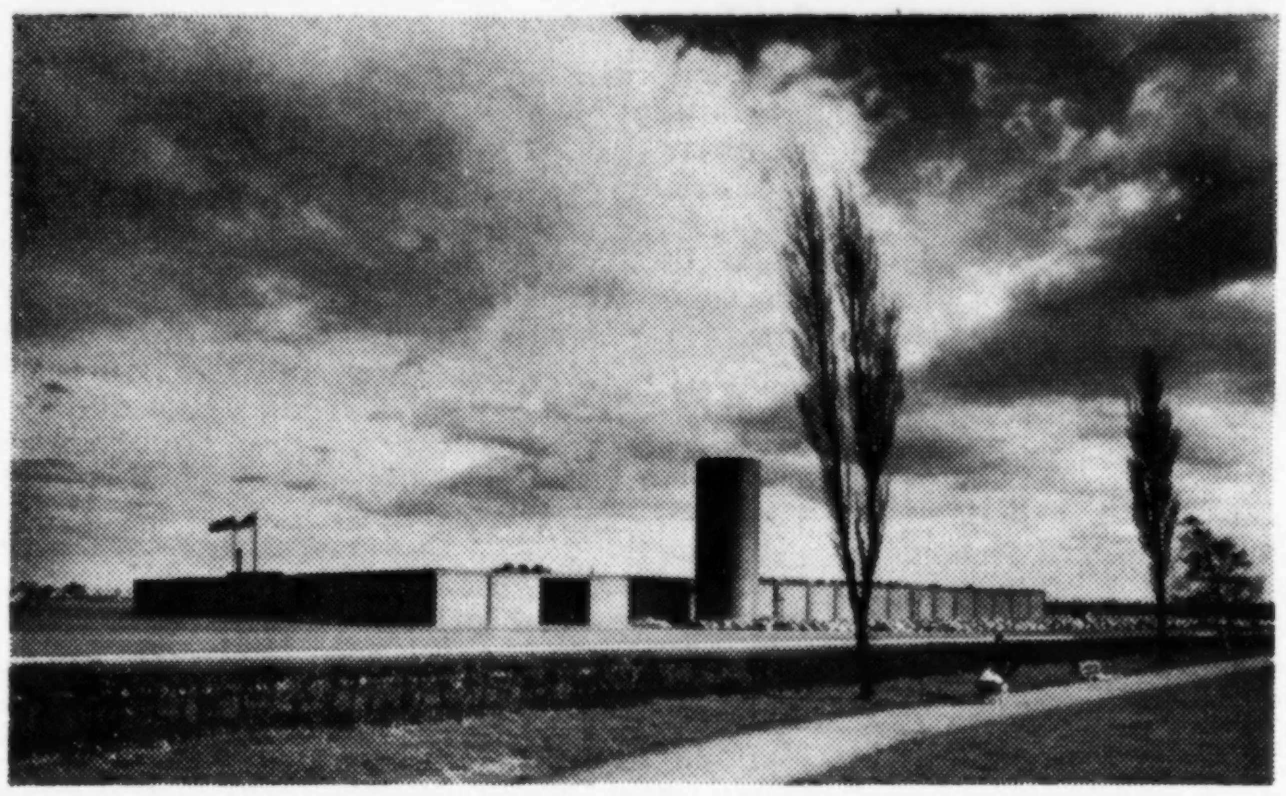
Vibroplant Ltd., of Harrogate, Yorkshire, are to open a plant hire depot and stores which will eventually provide 30 jobs.

Industrial Pumps Ltd., of Nottingham, are to build a depot on a ½-acre site on the same estate.

The Greendykes estate is in the rapidly expanding community of Broxburn/Uphall, approximately 10 miles west of Edinburgh and 5 miles from Turnhouse Airport. It is less than half-a-mile from the main Edinburgh-Glasgow trunk road.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



Much of the North-east's future prosperity depends on 'growth industries' like electronics, telecommunications and packaging. One of the most significant recent developments has been in a fourth fast-expanding industry – motor vehicle components. This £5½ million factory at Darlington is capable of producing 30,000 *diesel engines a year for the American company, Chrysler-Cummins Ltd.*

North East Development Council reports success

MORE THAN 130 new industries from outside the region have been created in the North-east in the past four years, reports the North East Development Council in its annual report. Mr. George Chetwynd, Director of the Council, said the past year had seen steady, sustained progress in the long haul to economic stability and prosperity. Unemployment had fallen from 2.9 per cent in March 1965 to 2.5 per cent in March 1966, the lowest March figures for eight years. New factories covering an area equal to almost 300 football pitches had been built, and over the next four years it was anticipated that jobs would be found for 18,000 people.

Whilst there had been a general reduction in the overall total of unemployment there was a continuing need to steer new industries to the black spots. One of the major problems facing the Council were further colliery closures, but manpower redeployment was continuing in an orderly fashion. Prospects for North Sea Gas should bring valuable orders for North-east firms, and building work costing £36 million was in progress in the chemical industry.

Part of the success for new industries going to the North-east is the work undertaken by the Industrial Estates Management Corporation. More than 82,000 people are now employed in the Government Trading Estates, and 5,000 of these jobs came in the last year. At the end of 1965 30 Board of Trade projects costing £5 million were under construction, together with 14 privately financed schemes. A further 53 projects costing £4½ million providing 5,500 jobs are at various planning stages.

The Council's report indicated that there is now a clear change in attitude by industrialists looking for development. They come now not to find all the reasons why they should not move, but with a purposeful intent to find the most economic location and to get ahead as quickly as possible with their development. The Council believes that the proposals for Investment Incentives in the White Paper published on January 17 last and the introduction of the Corporation Tax will put the area in a stronger position.

For the future the Council believes it must create confidence in the industrial future by making full use of labour reserves, by training and upgrading employees and by more scientific and technical aids to improve management.

International Design Congress to be held in London in October

AN INTERNATIONAL Design Congress to discuss the design implications of technological innovation, is being organized by the Council of Industrial Design for some 300 directors and senior executives of important industrial and commercial organizations. A number of scientists, technologists and industrial designers with experience of successful co-ordinated design policies will also attend the Congress which will be held in London in October this year.

Two Scottish shoe factories to expand

BOARD OF TRADE approval in principle has been given to expansion plans by two shoe-making companies in Ayrshire and Galloway which will mean more than 200 extra jobs, about one-third of which will be for men.

British Bata Shoe Co. Ltd. are to have an extension of 11,250 sq. ft. built on to their Cumnock factory where an additional 30 men and 75 women will be employed. The company began manufacturing ladies' and gent's footwear in a 16,123 sq. ft. Board of Trade advance factory at Cumnock in June 1964. Initial production was of shoe uppers which were finished at the company's Tilbury factory, but latterly they have also been making complete shoes. Present output is about 4,000 pairs of shoes and 10,000 pairs of uppers a week. This is expected to rise to 10,000 pairs of shoes and 40,000 pairs of uppers a week as a result of the expansion. All the techniques of modern mass production flowline methods developed in the parent factory at East Tilbury were installed at the start, and local men and women were taught the new systems of shoemaking.

At Stranraer, Baby Deer Shoes Ltd. have asked for an additional 19,000 sq. ft. to be built on to their 11,000 sq. ft. advance factory which currently employs about 75 people making baby and children's shoes. New jobs are expected for 23 men and 77 women. The company moved into Stranraer's first advance factory in October 1964 to win extra production to meet growing international demand for their products. The latest expansion project is expected to result in an increase in export business. 'The fact that we are expanding at Stranraer can be accepted as sufficient proof that we are very happy with our choice of location,' says managing director, Mr. H. J. Hunter. 'The people we are employing are proving of excellent quality and keen to learn. Much has yet to be achieved, but we have the foundation for an excellent manufacturing unit.'

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	May 23, 1966	
821,752	Lodge-Cottrell Ltd.	Electrostatic precipitators.
822,593	Lodge-Cottrell Ltd.	Electrostatic precipitators.
852,058	Saarbergwerke A.G.	Apparatus for use in coal washing
903,367	Sulzer Freres S.A.	Production of hydrogen enriched with deuterium and of heavy water.
932,895	Simon-Carves Ltd.	Treatment of gases.
956,766	Coal Industry (Patents) Ltd.	Control means for washer boxes.
998,135	Societe Rateau	Nuclear generators.
	May 25, 1966	
884,736	Gevaert Photo-Producten N.V.	Surface coated papers.
968,706	Gevaert Photo-Producten N.V.	Photolithographic printing plates.
1,007,349	Gevaert Photo-Producten N.V.	Electrophotography.
1,009,186	Gevaert Photo-Producten N.V.	Preparation of photographic Silver halide emulsions.
	May 26, 1966	
757,443	Jaguar Cars Ltd.	Motor-vehicle chassis.
830,481	Sperry Rand Corporation	Control systems for manoeuvrable craft.
911,682	Atkron Inc.	Article caser apparatus.
913,369	Knoll A.G. Chemische Fabriken	1-cyclohexyl-2-methylamino-propane phenyl-ethyl-barbiturate.
939,752	Mulcahy, J.D.	Aircraft altimeters.
950,514	Wassermann, A.	Substances to increase the small electrical conductance of organic liquids.
951,523	Laboratoires Laroche Navarron	Preparation of 3-methyl-chromone.
	May 31, 1966	
873,522	Regie Nationale des Usines Renault	Devices for automatically compensating for friction lining wear.
914,314	Regie Nationale des Usines Renault	Variable-ratio hydrostatic differential transmissions.
920,645	Advance Transformer Co.	Gaseous discharge ballast and system.
988,240	Regie Nationale des Usines Renault	Foundry Plants.
1,003,018	Regie Nationale des Usines Renault	Machines for connecting sheets of metal.
1,014,344	Gevaert Photo-Producten N.V.	Subbing Layers.
	June 2, 1966	
758,222	Regie Nationale des Usines Renault	Suspension devices for vehicles.
822,182	The Rank Organisation Ltd.	Electronic gauging systems.
858,168	Dennis Brothers Ltd.	Independent suspension systems for vehicles.
905,066	Arcelin, Andre	Screws and screwdrivers.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller

The Patent Office.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, JUNE 14

Travel agencies

Mr. Roy Mason, Minister of State, Board of Trade, spoke in the debate on travel agencies on June 14. His speech was reported in *Hansard* on that date, col. 1422.

Manufacture of gaming machines

The President of the Board of Trade was asked how many gaming machines were manufactured in this country in 1965; how many of these were exported; what was the value thereof; how many were imported in the same period; from what countries; and what was the value of such imports. Mr. George Darling, Minister of State, replied that the only information available related to the import of all types of coin or disc-operated amusement machines or parts, including gaming machines. In 1965 these were:

Country	£ thousand
United States of America .	2,273
Australia	738
Japan	489
Belgium	153
Bermuda	138
Italy	69
Western Germany . . .	67
All other countries . . .	74
Total imports	4,001

International industrial standards

Asked what decisions were reached at the EFTA Council Meeting held in Bergen on May 12 and 13 regarding Industrial Standards, Lord Beswick replied: 'Ministers representing the member countries at the Bergen Meeting of the EFTA Council adopted a recommendation made by the United Kingdom that efforts to secure early agreement on Standards in the appropriate European and International organizations concerned should be strongly supported, and every effort made to ensure that these Standards are adopted nationally without deviation'.

WEDNESDAY, JUNE 15

Government factories in Scotland

Asked how many Government factories had been built in Scotland; what was the total cost and income; how many square feet of floor space were unoccupied and unused, respectively; how many more factories it was proposed to build; and if he would make a statement, Mr. George Darling, said that 364 firms occupied approximately 22 million sq. ft. of factory space in Scotland owned by the Board of Trade, the estimated cost of which was about £30 million. Of this area about 17·2 million sq. ft. had been constructed by the Board since the Distribution of Industry Act of 1945. Less than quarter million sq. ft. was currently unoccupied. The annual rent received from Board of Trade tenants was approximately £1·7 million. Mr. Darling continued: 'We have about 71 projects now under construction or approved, and are willing to consider building for any suitable applicant'.

Cinema films on pay television

Asked what arrangements had been made for the collection and distribution of a levy in respect of cinema films shown on pay television during the period of the pay television experiment, Mr. Douglas Jay, President of the Board of Trade, said that representatives of the pay television operator, the film producers and the film distributors had established a non-statutory scheme under which the pay television operator had undertaken to contribute, throughout the period of the experiment, a levy to a pool which would be distributed to the makers of British films in proportion to their earnings from pay television. The levy was payable on films shown on pay television which had already been shown in a public cinema and on films which were so shown within a period of six months following their showing on pay television; it was at the rate of 6 per cent of the gross takings of these films.

The President said: 'A company, The Pay Television Levy Ltd., has been formed to operate the scheme. Under the Articles of Association the chairman of the company must be an independent person and his appointment requires the approval of the Board of Trade. I have approved the appointment of Mr. S. J. Campling, C.B.E. as the first chairman. Mr. Campling is also a member of the British Film Fund Agency.

'Copies of the Memorandum of Agreement and of the Memorandum and Articles of Association of the new company have been placed in the Library'.

THURSDAY, JUNE 16

Amendments to Merchant Shipping Act

The President was asked, in view of his consultations with the seamen's union and the shipowners resulting in agreement with both parties on the amendments required to the Merchant Shipping Act 1894, if he would now introduce a Bill along the lines already agreed; and if he would make a statement. Mr. Roy Mason replied that extensive consultations between officials of the Board and the seafarers' and shipowners' organizations about revision of Part II of the Merchant Shipping Act, 1894 had resulted in a considerable measure of agreement but further work and discussion would be necessary before legislation could be introduced. In any event the Board must of course await the report of the Court of Inquiry under the chairmanship of Lord Pearson whose terms of reference included a review of the law affecting the terms and conditions of seamen and the relations between shipowners, officers and seamen.

Trade with South Africa

The President was asked to give in column form the imports from, and exports to, South Africa for each year since 1946; The figures are given in *Hansard.*

Moneylenders' Act 1927

Asked what method the Board of Trade used to calculate the rate of interest which persons and companies were allowed to charge when seeking exemption from the Moneylenders' Act 1927, Mr. George Darling said that a body corporate seeking exemption was requested to undertake not to charge interest at an annual rate exceeding 10 per cent. This undertaking was, in the opinion of the Board of Trade, an indication that the body was a proper one for exemption.

Trading stamps

Asked whether he was aware that trade associations which had recommended their members not to give trading stamps with goods and services had been required to register these recommendations as agreements under the provisions of the Restrictive Trade Practices Act 1956; and whether he would amend the law so as to enable trade associations to discourage the practice of stamp trading. Mr. George Darling answered that he was aware of the position but saw no ground in it for amendment of the Restrictive Trade Practices Act.

Bread and flour prices

Asked what consideration he had given to the recommendation in the Report of the National Board for Prices and Incomes on Bread and Flour Prices that considerable economies could be obtained if manufacturers could agree on an apportionment of streets as between them instead of competing in the same streets; and what action he proposed to take to facilitate such economies by appropriate amendments to the Restrictive Trade Practices Act 1956. Mr. George Darling answered that he did not consider that this recommendation was a sufficient justification for amending the Restrictive Trade Practices Act.

Safety regulations for fishing vessels

Asked what steps he had taken to ensure that the fishing vessels and motor launches carrying goods between Scotland and Ireland complied with the safety regulations of the Merchant Shipping Acts, Mr. Roy Mason, Minister of State, replied: 'I am aware of the circumstances which have prompted my hon. Friend's question. I am having inquiries made.'

Employees' holiday pay

Asked if, in the proposed companies legislation, he would make employees' holiday pay a pre-preferential claim, Mr. George Darling answered that this suggestion would be considered when the time came to prepare legislation amending the winding-up provisions of the Companies Act.

FRIDAY, JUNE 17

Monopolies Commission report on fisheries mergers

Asked what had been the result of his discussions with the Ross Group Limited on the implementation of the Monopolies Commission's report on the proposed merger between that company and Associated Fisheries Limited, the President said: 'I am glad to say that the Ross Group Limited have given me their assurance that the company will neither make a further bid for Associated Fisheries Limited nor take any other action to place the company in a position of controlling the policy of Associated Fisheries.

'In these circumstances no further action on the Monopolies Commission's report is necessary.'

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses in May 27 issue).

New Books

The Scandinavian Market '66 (64 pages. Free on request from Nordfinanz-Bank Zurich, Box 16229, Stockholm 16, Sweden) is the latest edition of a brief statistical survey of the four Scandinavian countries, edited by Ervaco Advertising, Stockholm, and now published by the Bank. Last year's edition, *Some Notes on the Scandinavian Market,* was reviewed in the *Board of Trade Journal* of August 27, 1965. and the current issue follows much the same general pattern, giving comments and statistics on banking, foreign trade, market structure, distribution, advertising and government for Scandinavia as a whole and for the four countries individually, in relation to some other countries.

General Agreement on Tariffs and Trade: Analytical Index. Second revision. (184 pages. GATT Secretariat, Villa le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland, SF. 6.00.) The scope of this publication is better described by its subtitle: 'Notes on the drafting, interpretation and application of the Articles of the General Agreement'. Taking the articles of the Agreement in order, it provides for each a comprehensive series of notes on its application and interpretation drawn from the discussions and agreements at the conferences responsible for the drafting of the agreement, and from the subsequent discussions, decisions and pronouncements of the contracting parties. These include a full statement of the reasons for all amendments to the agreement. It thus forms an invaluable and authoritative guide to an understanding of the full implications of the GATT. The new edition is 30 pages longer than the previous one, published seven years ago.

A Guide to Official Statistics of Trade, Shipping and Customs and Excise Revenue of India (Revised edition. 150 pages. Available from the Publications Branch, India House, Aldwych, London WC2. 8s. 4d.). This is a new edition of a useful guide issued by the Department of Commercial Intelligence and Statistics of the Government of India which describes in detail the various published statistics and also discusses the methods used in their compilation and the problems encountered. Both external and internal trade statistics are covered, as well as the ancillary shipping and customs and excise revenue statistics. Appendices include illustrations and lists of the various relevant documents and forms.

Catalogue of Social and Economic Development Institutes and Programmes: Training. Organization for Economic Co-operation and Development. (323 pages. Available from the Development Centre of the OECD, 91 Boulevard Exelmans, Paris 16e.) The OECD Development Centre has published this catalogue in pursuance of its co-operative work among development institutes and of its task of providing information on training facilities. Since the publication of the 1965 edition of this work, the Development Centre has been endeavouring to extend its contacts in order to compile an increasingly complete inventory of training possibilities throughout the world. Although it does not pretend to be exhaustive this present edition lists some 70 institutes and uses a standard layout to provide information on over 150 specialization programmes available in Europe, North America, South America, Africa and Asia. These programmes conform to three criteria: they must relate to the economic and social development problems which confront developing countries; they must be of post-graduate level; they must be widely accessible to trainees from the developing countries. Each entry gives first, general information on the nature of the organization in question, the language used, and housing facilities. The main body of the corpus is a detailed listing of courses given, teaching methods, admission requirements, fees, etc. A list of the articles, publications, documents and periodicals circulated by each institute is given under the heading 'Publications'. Information on research activities in the various institutes, etc., has been considerably condensed since an enlarged edition of the OECD's 1965 *Catalogue of Research Institutes and Programmes Relating to Social and Economic Development* will be published shortly.

Growth Rate Tables, by H. T. Burley. (60 pages. Cambridge University Press, 7s. 6d.) Mr. Burley's tables provide the answer to such questions as: at what rate of growth per annum must an economy expand in order to grow 25 per cent in six years? Normal compound interest tables are not adapted to supply easy answers to questions like this, since they specify given rates of growth per year and indicate what the final amount will be after a certain number of years. Two sets of tables are provided here: the first is a rearrangement of conventional compound interest tables, where the interest is added to the amount at the end of each year or period; the second deals with the situation where the growth process is operating continuously (as is usual with economic growth), the interest being added to the amount at infinitely small intervals of time. The tables, which were computed by electronic computer, are published as No. 10 in the series of *Occasional Papers* of the Cambridge University Department of Applied Economics.

In the *Board of Trade Journal,* dated November 6, 1965 (page 1083) mention was made of two recent books on taxation in Western European countries. In this same subject field the Commission of the European Economic Community has now published **Inventaire des Impôts perçus dans les Etats Membres de la Communauté Economique Européenne au Profit de l'Etat et des Collectivités Locales** (12s. 6d., by post 13s. 6d., from HMSO and Government bookshops). This provides a systematic record of all forms of direct and indirect taxation in force in the six countries of the Community, giving for each tax summary details of incidence, exemptions and rates. The taxes under each country are arranged by a common classification, with a notation which makes it very easy to compare the taxation treatment of the same subject in different countries. The present edition, *Edition 1965,* records the situation current at January 1, 1965, and revised editions from time to time are promised. Also included in the volume are some large folding tables showing the receipts from taxation in the years 1961 and 1962, giving the receipts for each tax (i) in terms of the national currency, (ii) as a percentage of the total receipts from taxation and (iii) as a percentage of the gross national product.

How to Read a Balance Sheet. International Labour Office (124 pages. International Labour Office, 40 Piccadilly, London, W1, 7s.) The ILO is responsible for a world-wide programme of technical co-operation in the field of management development which is currently operating in about 35 developing countries, and as part of this programme a series of publications is being produced. As the balance sheet is the principal device used to present information about the financial position of enterprises, and is an essential guide in their development, this subject has been selected for the first manual in the financial management field. It has been prepared in the form of a programmed text, with the aim of presenting the subject in a way which can be easily and effectively mastered by a wide range of users with limited time for personal study. The programme first teaches the structure and language of a balance sheet, and then illustrates some of the ways in which it can be used to assess a company's position. The form of balance sheets and the terminology used in them varies between countries, and to simplify things for the user only a limited number of terms is employed; the programme is concerned with basic principles that have general application. Librarians, in particular, will need to note that the method of programming calls for the user to write his answer to each question in a column provided for the purpose on each page; used in this way each copy of the book can, of course, serve only one reader.

Laytime, by M. B. Summerskill. (282 pages. Sweet & Maxwell, 84s.) Laytime is the time during which a ship is lying for the purpose of loading or discharging, as distinct from moving with the object of carrying her cargo from one place to another. As this is nonearning time for the shipowner, it is customary for the time to be allowed for the loading and unloading of cargo to be stipulated in the charter party. Where this agreed laytime is exceeded the charterer may be called upon by the charter party to pay damages; where the work is completed within the laytime the shipowner may be called upon to pay dispatch money. This book, which deals exhaustively with the various provisions which normally feature in the laytime clause, and with the considerable volume of case law which has arisen from their interpretation over the years, is designed to deal with the problems which are encountered daily all over the world by charterers and shipowners, their brokers, lawyers and agents, and by ships' masters. The principles set out are those of English law; but the great majority of charter parties, wherever they are concluded, provide for London arbitration, and in many other countries considerable attention is paid to decided English cases.

On Course. Quarterly Journal of Education for Industry and Commerce. No. 1 April 1966. (Department of Education and Science, Curzon Street, London, W1. Free to employers, personnel managers, etc.) *On Course* is designed to act as a link between schools, technical colleges and industry. 'It will help to keep industry informed of new developments in technical education, keep the colleges informed of the education and training needs of industry, and provide careers' teachers and youth employment officers with information about opportunities in further education'. The first issue contains articles on developments in art and design courses, degrees outside the universities, Industrial Training Boards, language and export courses, and a special regional report on training courses in the West Midlands.

Library Resources in Greater Manchester. Second edition edited by Kenneth Whittaker. (87 pages. Library Association, 7 Ridgmount Street, London, WC1. 16s.) This volume is the third in a series which, on completion, will give an excellent guide to library and information resources in the United Kingdom. The geographical boundary of this directory is approximately fifteen miles from the centre of Manchester. The arrangement is by name of institution and information is given on the subjects covered, services provided and conditions of admission, etc. There are typographical and subject indexes.

Other publications

ANNUAL BULLETIN OF ELECTRIC ENERGY STATISTICS FOR EUROPE. Volume X, 1964. United Nations Economic Commission for Europe. 103 pages. 11s. 6d., by post 12s. 3d., from HMSO and Government bookshops.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
July 5	**Machine tools, industrial equipment, miscellaneous stores.**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).**

Machine tools: Pollard drilling machine 400/440V; Liner Portasaw 26 in. circular saw; Jones & Shipman universal grinding machine 5 in. centre, 27 in. BC, 400/440V; Swift sliding, facing and screwcutting lathe 17 in. diameter; Cromwell pedestal grinding machine; Wolf grinding and buffing machine 240V; Smart & Brown and Denham lathes.

Industrial equipment: Industrial trailers and tractors; fork lift trucks; winches; washing plants; fire fighting equipment; charging plants; lifting equipment including Epco trolley jack 2½ tons; Hydralite 25 ton hydraulic jack; Harbour Arc double operator electric welding plant, trailer mounted, Quasi-Arc electric welding plant phase 3/1; English Electric portable welding equipment 440/200V.

Miscellaneous stores: Tools and tool kits; non-ferrous metals; gravity rollers; batteries; film; telephone sets; steel pallets; compasses; clocks; workshop equipment; M.T. spares; electric cable; electric, wireless and signal equipment; ironmongery and household items; textiles including webbing; carpets; blankets; tentage; mattresses; groundsheets; kit bags; tarpaulins; camp equipment; clothing including battle dress; greatcoats; raincoats; jerkins; shirts; vests; drawers; boots and shoes; furniture including folding and dining chairs; tables; wardrobes; table tops; forms; manilla or sisal rope 3 in. by 100 ft.; wooden boxes and crates; packing pieces, pads, spacers, etc.; large quantity used tyres; jerrycans and containers.

July 14 & 15	**Commercial and private vehicles, industrial and electrical equipment, clothing and textiles, miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, By Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Commercial and private vehicles: Ransomes & Rapier 2-ton and 3½/5-ton mobile cranes; 'Hyster' 2-ton mobile crane; Neals 'Rapid' 2-ton mobile crane (diesel); Commer 5-ton trucks; Thames 3-ton trucks, with winch; Bedford hydraulic tippers and drop side trucks; Morris Commercial trucks; Lister 1-ton auto trucks; Mercury drop side trucks; Austin 'Champs'; Land Rovers 5-cwt. G.P. vehicles; Fordson 15-cwt. vans; Morris ambulances; Bedford 12-cwt. Utilecons; Brockhouse 4 wheel 5-ton drawbar trailers; Bedford 950 gall. refueller and 500 gall. water tanker; Fordson and David Brown tractors; Ford 'Popular' and 'Anglia' saloons and estate cars; Humber 'Hawk' Touring and Pullman limousines; Morris 'Minor', 'Mini-Minor,' 'Minor 1000' and 'Oxford' saloons; Hillman 'Husky' estate cars; Standard 'Ensign' and 'Vanguard' estate cars; Coventry Climax 'Godiva,' Austin, Leyland and Fordson Sulzer fire pumps; B.S.A., Douglas 'Vesta' and Matchless motor cycles.

Machine tools, industrial and electrical equipment: Black & Decker power drill ½ in. bench drilling machine; bench drilling machine, ⅝ in. motorized; Stedall-Dowding pillar drilling machine; Onan charging sets and power unit; oxy-acetylene welding and cutting plant; Metco metal spraying machine; hand operated water pumps, 2 in., 500 galls. g.p.m.; I.C.I. degreasing plant; portable brazing hearth (motorized); Singer industrial treadle sewing machine; Black & Decker electric drills and portable grinders; Wolf electric drills; Sadia 20 gall. electric water boilers; large quantity of miscellaneous electrical equipment.

Clothing and textiles: Denim and battle dress blouses and trousers; jackets; jerkins; raincoats; greatcoats; leggings; rubber boots; ankle boots; shoes; single and double mattresses; sheets; pillows; blankets; haversacks; canvas packs; old leather, hessian, rubber and webbing; mixed rags, etc.

July 21	**Technical equipment, machine tools, miscellaneous stores, including:**	**Technical Stores Depot, Old Dalby, Melton Mowbray, Leics.**	**Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. Melton Mowbray 3081).**

Avometers; valve seat grinders; Mega insulation and circuit testers; sewing machines; paint sprayers; oil fired re-timing plant; laundry and radar trailers; est sets; oscilloscopes; tester valves; generators; electrical and radar equipment; quantities of lead; brass; copper; cable; canvas; batteries; and other items of general stores.

July 27	**Motor vehicle spares, aero and aircraft spares, miscellaneous stores, including:**	**No. 16 Maintenance Unit, RAF, Stafford.**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).**

Rolls-Royce, Leyland, Thorneycroft, Coventry Climax, Standard, Austin, Bedford, Rover and Caterpillar spares; Land Rover, Triumph, Ford V8 engines; miscellaneous parachute metal fittings and nylon webbing; ball and roller bearings; fire extinguishers; 4 tons miscellaneous batteries; 14 tons scrap tyres; aluminium boxes and containers; aircraft trolleys; two Keith Blackman high efficiency blower and exhaust units with 400V electric motor and starter on trolleys; bedroom furniture including chest of drawers, dressing tables, wardrobes, single and double beds and other household furniture; radar and radio equipment; wooden crates and cases including aero engine cases; wire rope 66 ft. lengths, 2½ in. circ.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

Former R.A.F. Station, Yatesbury (Cherhill site). Parts with vacant possession. Approximately 71,968 acres of Freehold land together with highly important hangars and buildings erected thereon, and containing approximately 121,250 square feet of covered space and two semi-detached houses, six excellent self-contained flats, all formerly part of the Royal Air Force station, Yatesbury (Cherhill Site).

To be submitted for Sale by Auction in two lots, subject to Conditions of Sale at The Lansdowne Arms Hotel, Calne, on Wednesday, July 27, 1966, at 3p.m. by Thompson, Noad & Phipp, 39 Market Place, Chippenham, Wilts. (Tel. 2271-2), 'Clare House,' 35 Market Place, Melksham, Wilts. (Tel. 2336).

FOR SALE : Nr. Boroughbridge, Yorks

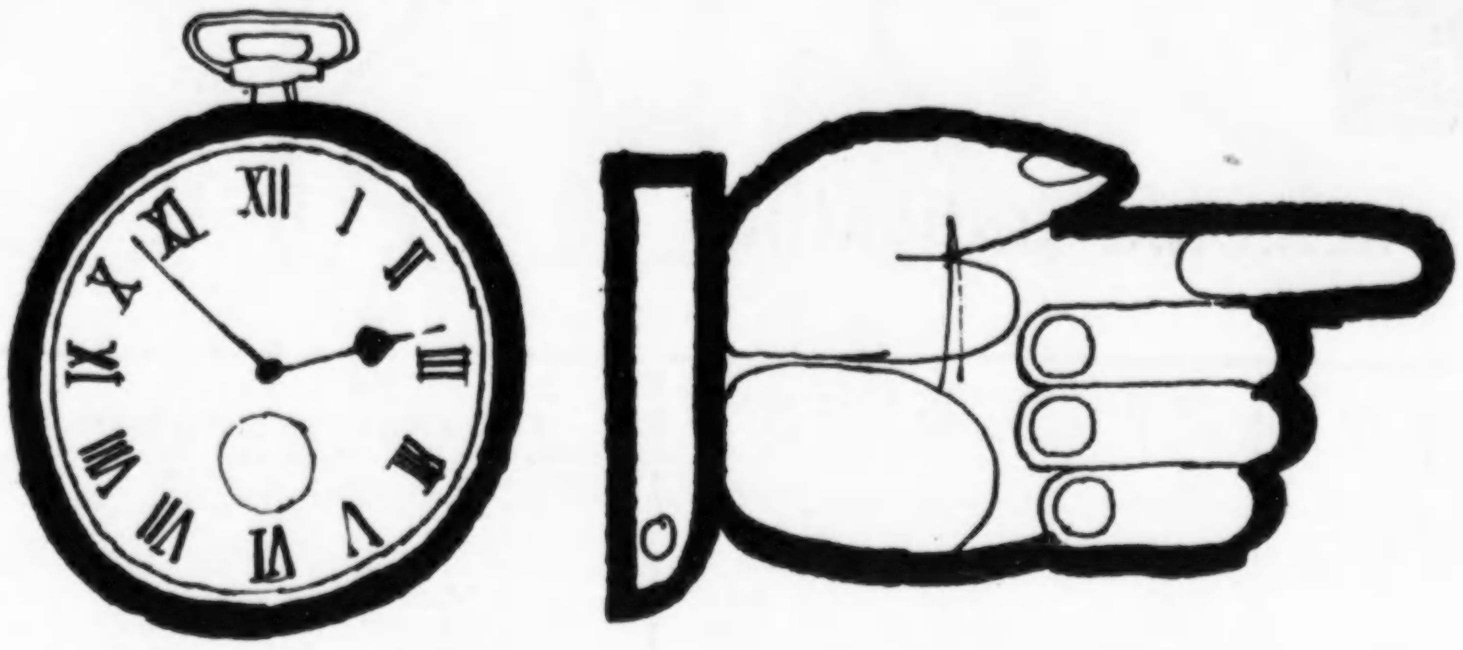
Tenders are invited for purchase and off site removal of two 90 ft. Timber Towers standing on Norton-le-Clay old wireless site. Requests for inspection and tender forms to reach the Defence Land Agent (R.A.F.), Blackfriars House, 9 Rougier Street, York. (Tel.: 59261), by July 8, 1966. Latest date for acceptance 10.0 a.m. July 22.

SALE BY TENDER

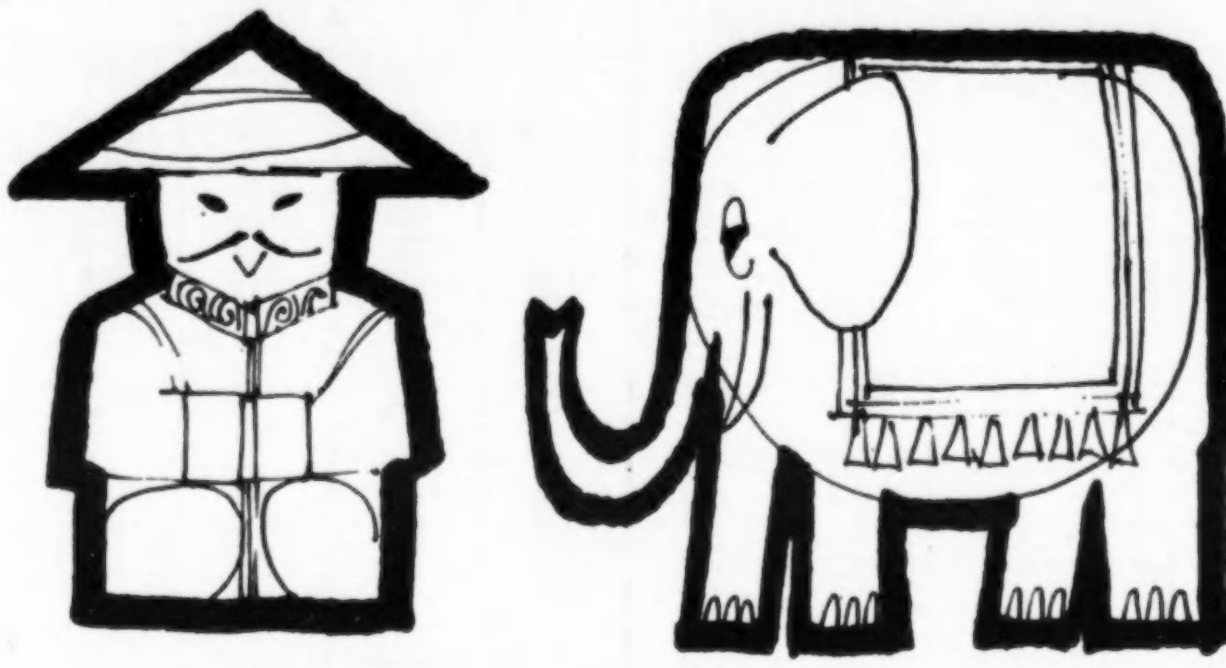
Home Office Fire Pumps of various types and manufacture.

Location: Home Office Supply and Transport Stores in England and Wales.

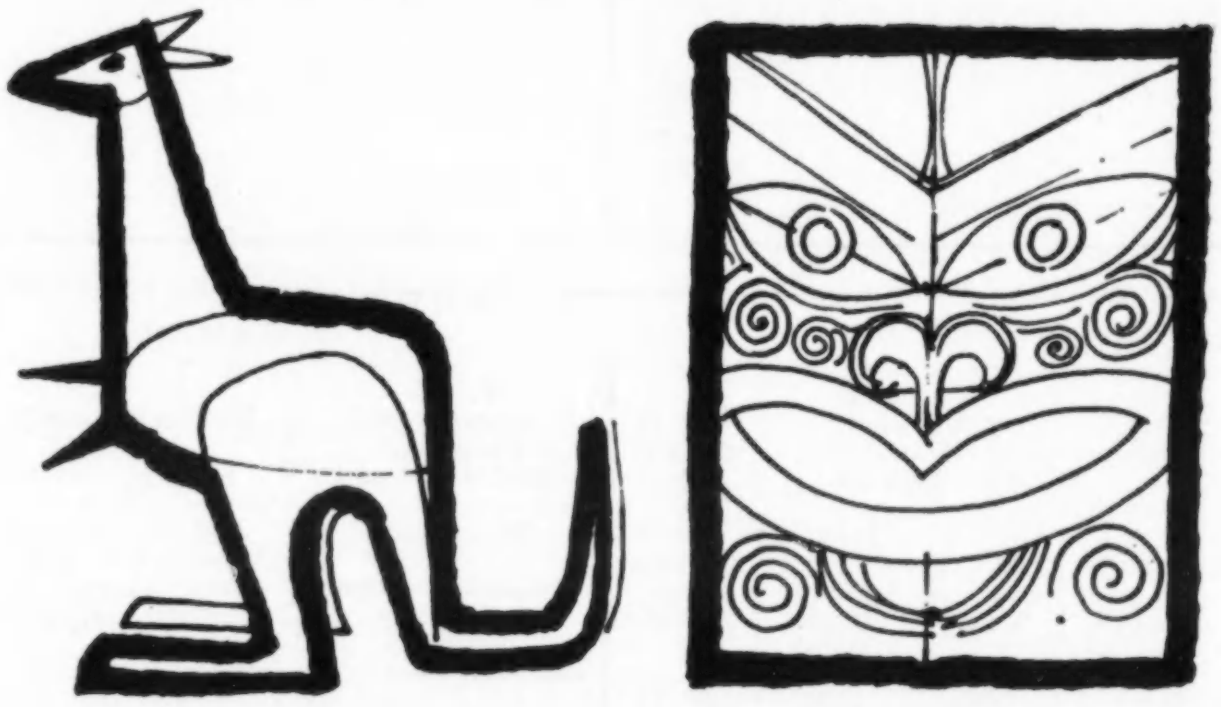
Application for Tender Forms should be made to Ministry of Defence (AD), Sales 4aii, Room 427, First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only.



TIME SAVING DIRECT FLIGHTS



TO THE ORIENT AND ASIA,



AUSTRALIA AND THE SOUTH PACIFIC

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Statistics

The economy: selected indicators

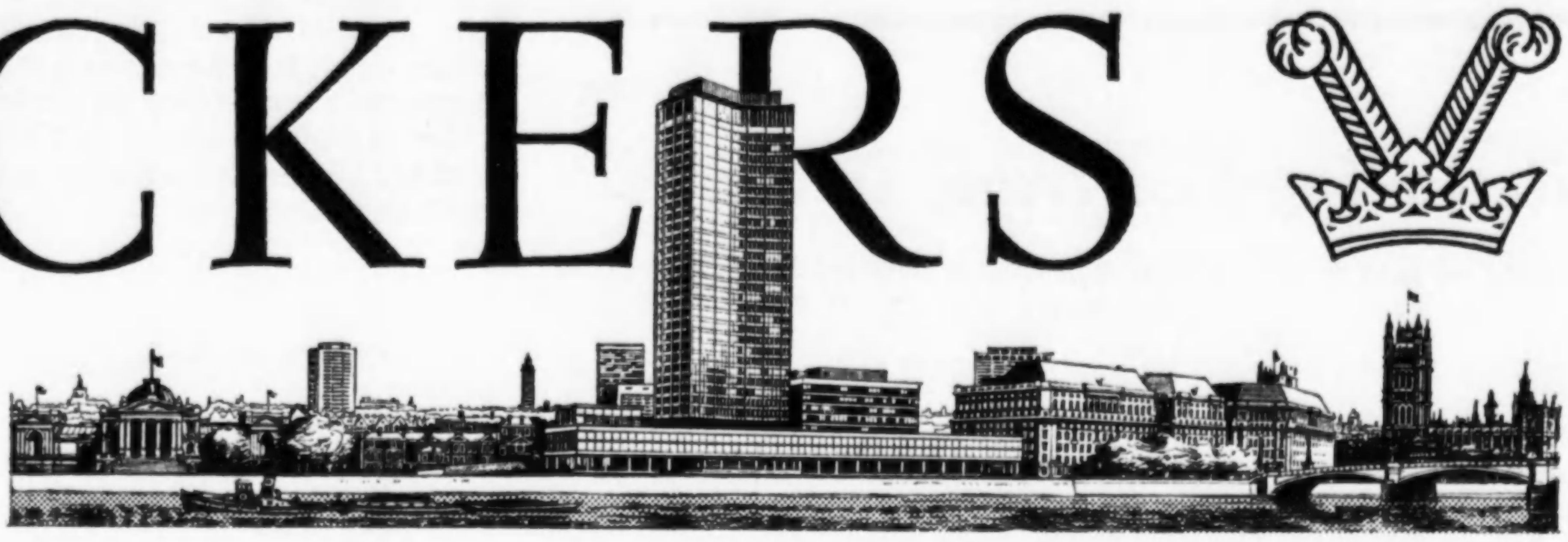
Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	170	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	168	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	179	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	177	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	156	131	160	187	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	170	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..	133*	..	..	..	110	..	134*	163*	..	..	..	+ 66*	+ 6*	+17
1965															
November	..	133	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									
March		133*				110									
April						110									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices											at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter	164*	122*	134·4	+4·3	113·7*	131·4*	165·9	279	260	+ 5	— 5	159	153	
1965														
November	165	124	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165	121	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165*	121*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March	164*	122*	134·7	+4·3	114·0*	131·9*	167·2	274	274	+14	+10	158	153	..
April		123*	136·3	+3·6	116·4*	132·5*	167·8	279	289	+15	+14	157	153	
May			137·2	+3·9	117·8*	132·6*		277	296	+ 7	+ 9	162*	155*	

* Provisional. † Not seasonally adjusted.

VICKERS



"I am confident that . . . . Vickers will be seen to hold an increasingly strong position in the years ahead"

SIR CHARLES DUNPHIE

Points from the speech by the Chairman (Major-General Sir Charles Dunphie CB CBE DSO) at the Annual General Meeting, held at Vickers House, Millbank, London SW1 on the 14th June 1966

1965 RESULTS

Trading profit £8.87 million (1964 £7.25 million).

Exports £22.1 million (1964 £17.4 million).

High level of borrowing in 1965, mainly for steel and aircraft, now substantially reduced.

EXPANSION AND RE-ORGANISATION

Reduction in borrowing has given increased freedom to carry out policy of strengthening our position in growth activities in commercial engineering.

In printing machinery, resources have been greatly strengthened by acquisition of R. W. Crabtree & Sons, Limited.

In chemical engineering, the balance has been acquired of the capital of Hans J. Zimmer AG and of High Polymer & Petro-Chemical Engineering Limited (now re-named Vickers-Zimmer AG and Vickers-Zimmer Limited).

In medical engineering, the acquisition of Oxygenaire Limited provides a firm basis for the marketing activities of Medical Division.

In office furniture and equipment, the joint acquisition with Roneo Limited of the balance of the shares in Roneo Vickers Partitions Limited, and the joint formation of Roneo Vickers Overseas Limited, has been followed by the offer by Vickers Limited to acquire the share capital of Roneo Limited.

In hydraulics, activities are being concentrated at the South Marston Works, with substantial expenditure on new equipment.

Important schemes of modernisation are in hand at the Barrow and Newcastle foundries, at Boby's (malting plants) and at Ioco (laminates). Later this year Vickers Instruments (microscopes) will begin to install high output plant of latest design. Increasing use is being made throughout the Group of programme sequence and tape-controlled machine tools.

Good progress is also being made with policy of creating self-accounting businesses within the Vickers Group, wherever this is possible, e.g. formation at Newcastle of four separate divisions each fully responsible for the profit it contributes to the Group. Not least, these developments are providing opportunities for younger men of promise and during 1965 36 men aged 40 or below received senior managerial appointments.

TRADITIONAL ACTIVITIES

In three of Vickers traditional activities—steel, shipbuilding and aircraft—Government action must have a marked effect.

In *steel* we believe that all necessary rationalisation could have taken place without the imposition of full public ownership.

In *shipbuilding*, talks have continued with other Tyne shipbuilders and shiprepairers, in the light of the Geddes Report and in the light of what must necessarily be a fluid situation. At Barrow, chosen as the "lead" yard for the nuclear submarine programme, the position is different. In no other part of the British shipbuilding industry can be found so great a concentration of knowledge, skill and technical ability. In the national interest this Barrow team should be kept together.

In *aircraft*, the size of the finance needed for new projects raises fundamental issues about what should be, to quote the Plowden Report, "the basis for a suitable partnership between public and private capital in the circumstances peculiar to this industry". Until a firm long-term policy has been established by the Government it is difficult to form a view about the future.

1966 DEVELOPMENTS

Contrary to the national trend, the *Engineering Group* took a higher volume of orders during the first quarter of 1966 than during the similar period in 1965.

In the *Shipbuilding Group*, the "ARANUI", a ferry for New Zealand Railways, was handed over; the launchings took place of "PRIAM" and "PEISANDER", cargo liners for Alfred Holt Blue Funnel Line; "VALIANT", the first all-British nuclear submarine, successfully completed contractors' sea trials, as did "GLAMORGAN", a guided missile ship; "MINERVA", a Leander Class frigate, was handed over and a further order was received for another Leander Class frigate.

Both orders and deliveries in the *Printing Machinery Group* have been higher than for the corresponding period in 1965.

The order intake of *Vickers-Zimmer* during the early months of 1966 has included a Nylon 6 plant for Turkey, a Nylon 6 spinning plant for the U.S.A., a polyester plant for Czechoslovakia and a town gas plant for Belfast.

Hyperbaric oxygen chambers, now in full production at South Marston Works for *Medical Division,* have aroused world-wide interest and sales. Twenty-one countries have been visited for discussions with medical and government agencies. The Division is developing its interest in the equipment of complete hospitals on a "package deal" basis.

Although the Australian economy has taken a slight dip this year, *Vickers Australia Limited* have an order book which ensures that manufacturing capacity will be kept fully occupied at least until the end of 1966.

The Industrial Division of *Canadian Vickers Limited* is now the major profit-earner in the Canadian Group and an expansion of its facilities is being considered.

Power station boilers and cement plants will keep *ACC-Vickers-Babcock Limited* in India fully occupied for about 2½ years.

PROSPECTS

"I have spoken both of the problems that face us and of the opportunities that are opening up to us with increasing freedom of financial manoeuvre. I have described also the policies we are following to re-shape the Vickers organisation to meet changing circumstances. The magnitude of the problems, not least the heavier burden and constantly changing pattern of taxation, invites caution in assessing our prospects; the new opportunities and the progress already made in re-organisation, modernisation and expansion in selected fields provide good ground for confidence. Some of the benefits of the policies we have been following are already becoming apparent; others will necessarily take longer, and I am confident that, barring some major setback in the economy generally, Vickers will be seen to hold an increasingly strong position in the years ahead".

VICKERS HOUSE MILLBANK TOWER MILLBANK LONDON SW1

United Kingdom trade in May

A shortened version of this article appeared in last week's issue of the Journal.

Summary

BOTH EXPORTS AND IMPORTS in May were rather higher than their averages in the first four months of this year. Exports appear to have been growing slowly in recent months after the rapid increase in the second half of last year. The underlying trend of imports is uncertain but on average this year they were significantly higher than in the second half of last year. The trade deficit for the first five months of 1966 was near to the average rate for last year.

TABLE 1 (a)

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964. . . .	368	475	13	—45
1965. . . .	394	480	14	—22
1964 1st quarter .	366	469	12	—41
2nd quarter .	365	477	13	—45
3rd quarter .	363	475	14	—51
4th quarter .	376	478	13	—42
1965 1st quarter .	383	458	13	—13
2nd quarter .	381	485	13	—39
3rd quarter .	399	489	15	—25
4th quarter .	410	490	16	—11
1966 1st quarter .	414	507	16	—24*
1965 December . .	421	490	17	+ 4
1966 January . .	396	506	16	—45*
February . .	432	508	17	— 6*
March . .	415	507	15	—21*
April . .	415†	502†	16	—21*
May* . .	421	519	17	—30*
Dec.-Feb. 1966 . .	416	501	17	—16*
March-May 1966* .	417	509	16	—24*

* Provisional estimates. † Revised figure.

TABLE 1 (b)

Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter . .	371·4	477·7	12·8
2nd quarter . .	377·5	480·8	13·1
3rd quarter . .	338·7	460·4	12·0
4th quarter . .	382·9	479·7	13·3
1965 1st quarter . .	374·0	464·9	13·6
2nd quarter . .	401·7	487·0	14·0
3rd quarter . .	380·6	476·1	14·0
4th quarter . .	418·3	493·1	15·9
1966 1st quarter . .	422·2	514·9	16·9
April . . .	384·5†	496·0†	15·5
May* . . .	439·9	506·8	17·3

* Provisional estimates. † Revised figure.

Trade balance

The deficit in May was £30 million, seasonally adjusted. In the three months March-May the deficit averaged £24 million a month compared with £16 million a month during December-February. This comparison is distorted however by the erratic run of monthly figures at the turn of the year. For the first five months of this year the deficit averaged £25 million a month, compared with an average of £22 million a month during 1965.

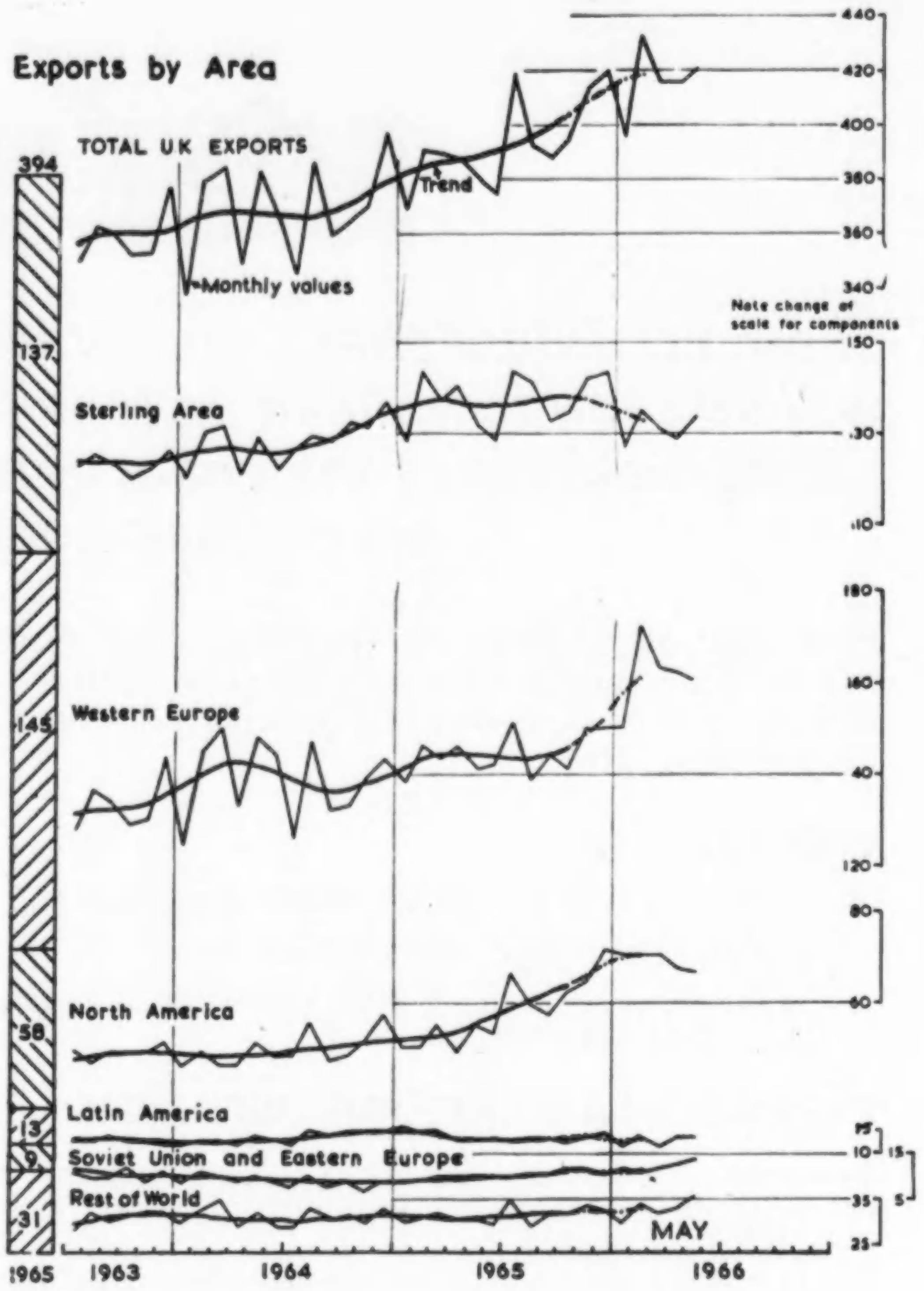


Table 2. United Kingdom exports: Areas †

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

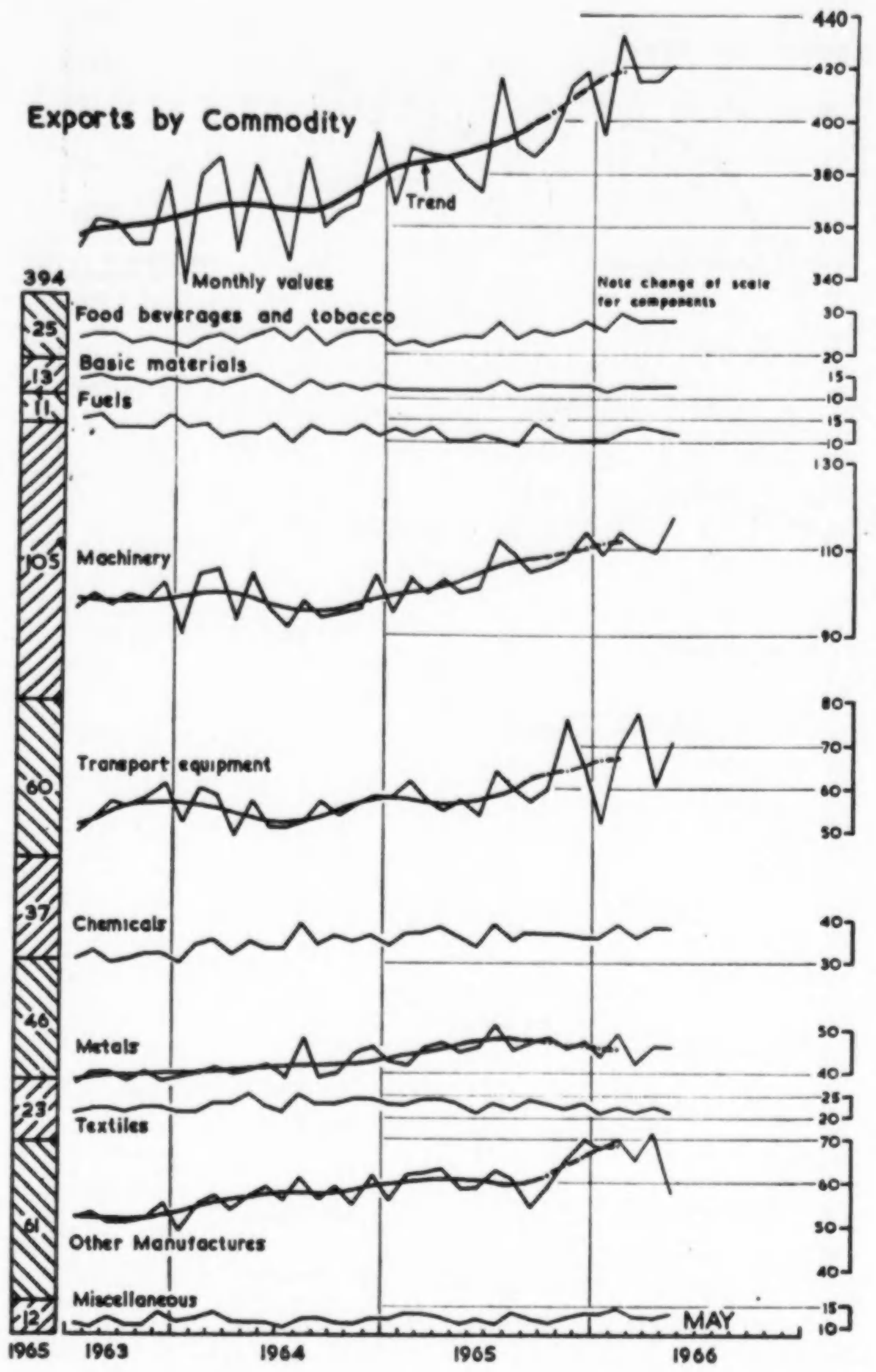
	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year . .	137	145	75	56	58	13	9	31	394
2nd quarter .	133	143	75	55	53	12	9	30	381
3rd quarter .	138	145	75	55	61	13	10	32	399
4th quarter .	140	148	78	56	66	13	10	33	410
1966 1st quarter .	130	162	83	63	70	12	11	32	414
March .	131	163	79	68	70	11	11	32	415
April . .	128	162	81	62	67	13	12	33	415
May* . .	133	160	80	63	66	13	13	36	421
1965-6 Dec.-Feb. .	134	158	84	59	71	13	10	32	416
1966 Mar.-May* .	131	162	80	64	68	12	12	34	417

* Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



Exports

Exports in May were £421 million, seasonally adjusted. The average of £417 million a month in March-May was little changed from the preceding three months. Over the first five months of this year, however, exports averaged £416 million a month, 5½ per cent above the rate for 1965 as a whole.

Exports to the North American market dropped back in March-May from the rate which they had reached in the first quarter of this year. This fall was accounted for by Canada; exports to the United States, with high figures for aircraft deliveries, were maintained at the rate of the preceding three months.

In the Western European market, expansion moderated in recent months. In March-May exports to EEC countries were lower than in the preceding period, largely because of deliveries of precious stones to Belgium which dropped back sharply from the previously high rates. Exports to the EFTA market and to other Western European countries were well up on the previous period. The decline in exports to the overseas sterling area in recent months is accounted for by shipments to South Africa and Australia which fell sharply from the rates reached towards the end of last year. Exports to the remaining countries of the overseas sterling area in March-May were on balance rather higher than in the preceding three months. Strong growth in exports to the Soviet Union and Eastern Europe continued in recent months.

Deliveries of aircraft and ships in March-May showed a big increase over the preceding period; this was however largely offset by a fall in exports of miscellaneous manufactures, where exports of precious stones (another erratic category) fell sharply back in May from the high rates of the preceding months. There was little change in recent months in exports of machinery. Exports of textiles and of metals were below those in the preceding period.

Table 3. United Kingdom Exports: Commodity classes
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

				Manufacturers										
					Machinery and transport equipment									
	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equip-ment	Chemicals	Metals and misc. metal manu-factures	Textiles	Other manu-factures	Miscel-laneous	Total
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
March	28	13	13	348	184	111	46	31	37	42	21	65	12	415
April	28	13	12	349	172	110	47	14	39	46	22	71	12	415
May*	28	13	11	354	188	118	52	20	39	46	21	58	13	421
1965-6 Dec.-Feb.	28	13	11	350	177	113	49	14	37	47	22	69	13	416
1966 Mar.-May*	28	13	12	350	181	113	48	22	38	45	21	65	12	417

* Provisional estimates.

Monthly Digest of Statistics

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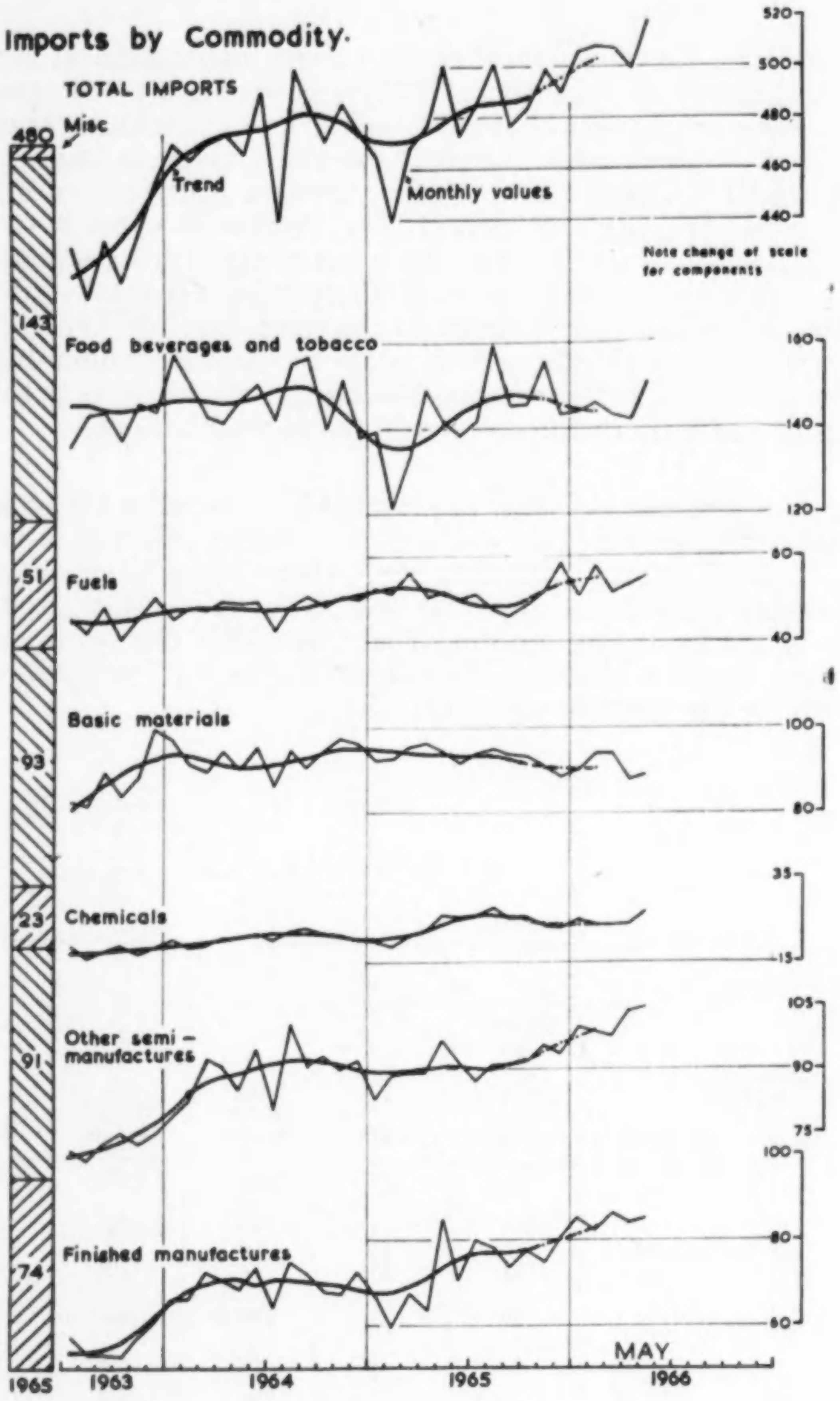
HMSO

Imports

Imports in May were £519 million, seasonally adjusted. In the three months March-May they averaged £509 million, an increase of 1½ per cent compared with the previous three months and 4 per cent more than in the second half of last year. The recent underlying trend in imports is difficult to discern. The assessment depends to some extent on the significance of the high figure for May. In the months up to April there had been some suggestion of a slowing in the growth of imports. The total for May included a high figure in the erratic category of food, drink and tobacco.



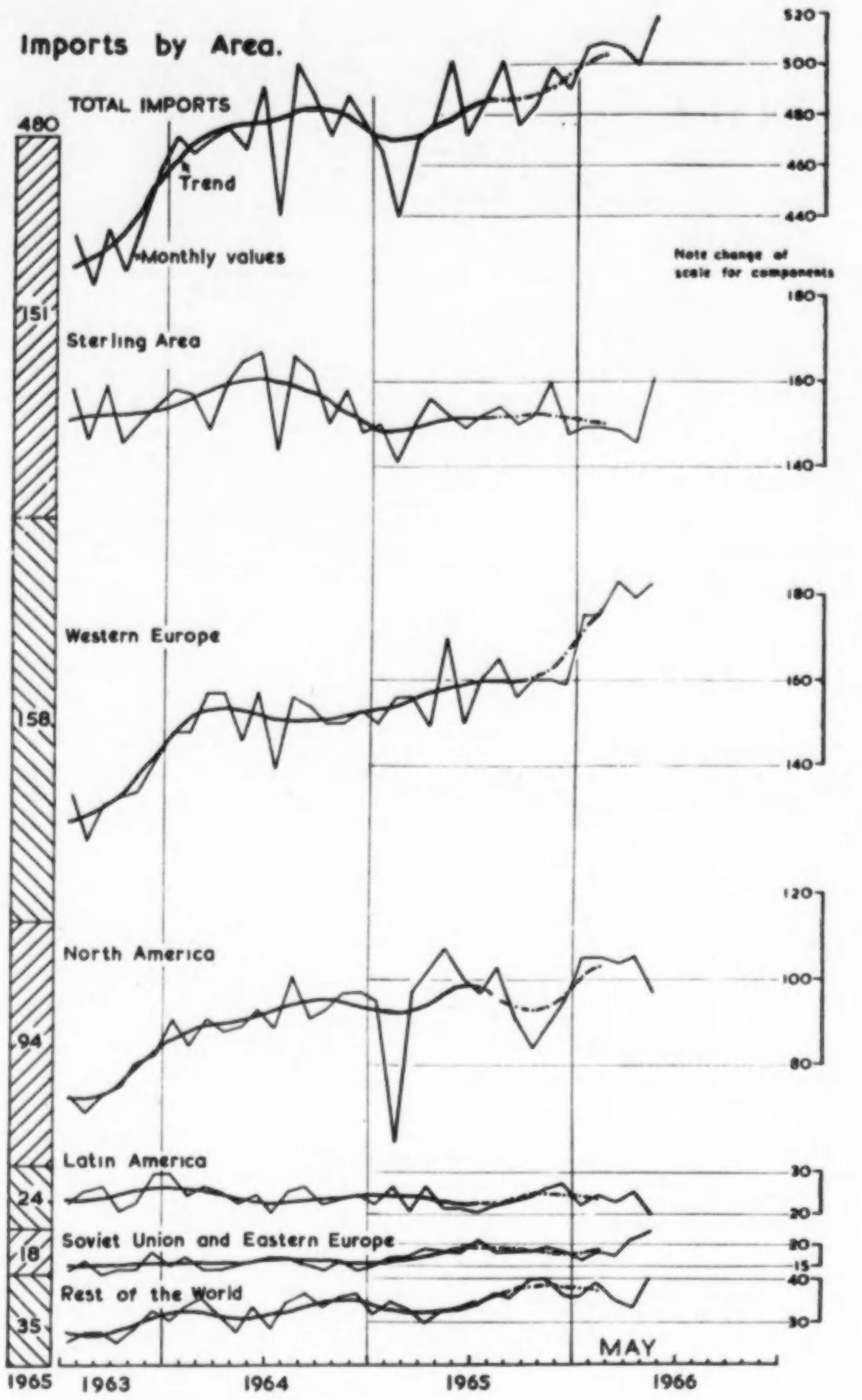


Table 5. Imports: Areas †

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
March	148	183	104	23	17	35	507
April	145	181	104	25	21	33	502
May*	161	182	96	20	23	40	519
1965-6 Dec.-Feb.	149	170	102	24	18	38	501
1966 Mar.-May*	152	182	102	23	20	36	509

* Provisional estimates.

† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

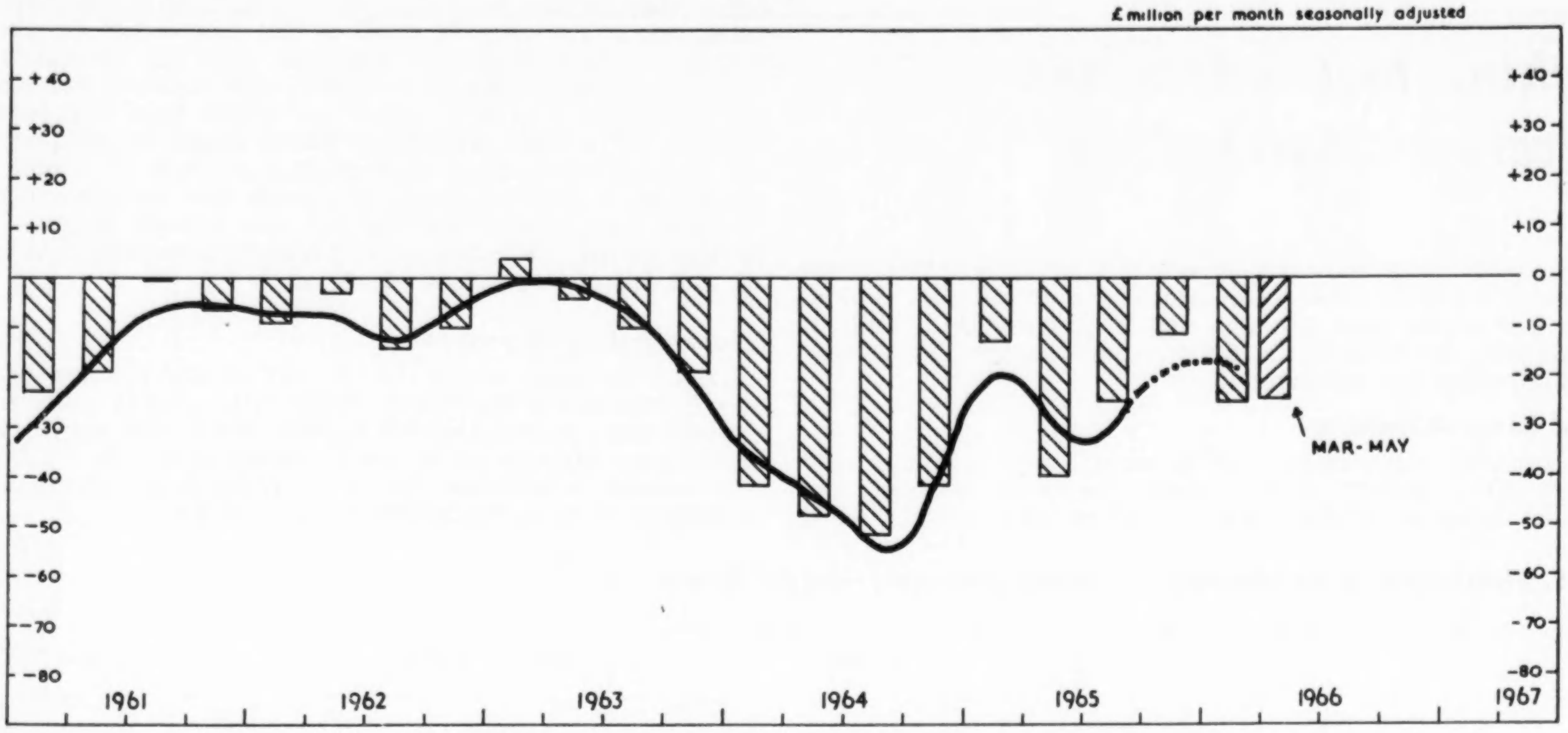
Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
March	143	52	217	94	24	98	86	7	507
April	142	54	215	86	24	104	85	6	502
May*	151	56	222	89	27	105	85	7	519
1965-6 December-February	145	56	212	91	24	97	83	8	501
1966 March-May*	145	54	218	90	25	103	85	7	509

* Provisional estimates.

THE TRADE BALANCE



NOTE The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line

Comparing the latest three months with the previous three months, the main increase in imports was in semi-manufactures. Two factors in this were higher copper prices and increased arrivals of precious stones (which behave erratically). There was also some increase in imports of finished manufactures, mainly in machinery. Imports of basic materials, however, continued to decrease. Food imports, with the high May figure, were on average higher in the three months March-May after falling previously, but tobacco imports fell sharply following exceptionally high imports in January and February. Fuel imports were also lower.

In the area pattern of imports, in the latest three months compared with the previous three months, there was a marked rise in arrivals from Western Europe, including increases from EEC and EFTA countries. There was a smaller increase in imports from the sterling area, with higher imports from Australia partly offset by lower values from New Zealand. There were also increased imports from the Soviet Union and Eastern Europe. Against this, there was little change in imports from North America, with arrivals of Canadian produce reduced but some increase in imports from the United States, and some reduction in imports from Latin America and the rest of the world.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on June 29* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for July† due to be published on or about July 29.

(b) **Trade balance.** The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

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* Accounts relating to the Overseas Trade of the United Kingdom, May, 1966, HMSO. Price 30s. by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s. including postage.

Robert Hough

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Machine tool orders and deliveries - March 1966

THE MINISTRY OF TECHNOLOGY report that in March 1966 total deliveries of machine tools were valued at a record £16 million, and net new orders were also very high at just over £15¼ million. After allowing for seasonal factors and price changes the volume of total deliveries was the highest ever.

Record home deliveries

The seasonally adjusted value of home deliveries in March rose to nearly £10½ million. After allowing for price increases, the volume of deliveries in March was the highest yet achieved; record outputs were achieved also in November and December 1965. These figures suggest that the upward trend of production in the last two years is being maintained. Net new orders for home delivery, at just under £11½ million seasonally adjusted were also higher than at the beginning of the year. Although there were reductions in the monthly totals of net new orders (to about £8 million) at the beginning of 1965 and 1966, the general level of new home orders, taking one month with another, has remained within £1 million of £10 million per month since late 1964 after allowing for seasonal variations. Home orders outstanding at the end of March at around £76½ million or about eight and a half months' work show no significant change over the previous month. The continuing rise in deliveries has now brought deliveries up to the level of net new orders, so that orders outstanding have levelled off, and delivery times have shortened.

Export orders improved

Export deliveries at just over £3 million and net new orders at over £3¼ million in March were rather better than in recent months. Export orders outstanding fell slightly, but this is normal for the time of year when deliveries usually exceed orders. At £28¾ million, after seasonal adjustment, the export order book represents about 10 months' work at the current rate of deliveries.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter*	39,061	9,348	29,713	104,375	27,774	76,601	39,240	8,261	30,979
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,722	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January*	11,085	2,528	8,557	105,268	29,233	76,036	12,158	2,900	9,258
February*	11,965	3,097	8,868	105,068	28,297	76,771	11,765	2,161	9,603
March*	16,011	3,724	12,288	104,375	27,774	76,601	15,318	3,200	12,118
April									
May									
June									
July									
August									
September									
October									
November									
December									
January-March 1965	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
January-March 1966*	39,061	9,348	29,713	104,375	27,774	76,601	39,240	8,261	30,979
Percentage change	+ 6	— 18	+ 17	+ 14	— 4	+ 23	— 3	— 21	+ 3

*Provisional.

(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and totals shown.

(2) Figures are derived from deliveries and the change in orders on hand during the period.

(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965	141,486	40,844	100,643	105,832	28,803	77,029	159,533	40,185	119,348
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter	36,936	8,590	28,346	105,832	28,803	77,029	39,977	8,549	31,427
1966 1st quarter*	36,073	8,569	27,503	105,643	28,811	76,832	35,883	8,578	27,306
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October	11,308	2,658	8,650	104,243	29,310	74,933	12,760	3,124	9,636
November	12,782	3,109	9,673	104,778	28,939	75,839	13,317	2,738	10,579
December	12,846	2,823	10,023	105,832	28,803	77,029	13,900	2,688	11,213
1966 January*	10,904	2,490	8,414	105,746	29,174	76,572	10,818	2,862	7,956
February*	11,622	2,910	8,711	104,427	28,641	75,786	10,302	2,377	7,925
March*	13,547	3,169	10,378	105,643	28,811	76,832	14,763	3,339	11,424
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months* (4)	12,024	2,856	9,168	105,643	28,811	76,832	11,961	2,859	9,102
Average of the previous 3 months (4)	12,312	2,863	9,449	105,832	28,803	77,029	13,326	2,850	10,476
Percentage change	—2	N/C	—3	N/C	N/C	N/C	—10	N/C	—13

*Provisional.

(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.

(2) Figures are derived from deliveries and the change in orders on hand during the period.

(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(4) Orders outstanding refer to end of 3 month periods.

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in April was 2 per cent less than in April 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 7 per cent more and 8 per cent less respectively than in April 1965. The rate of production of tops was 4 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63.4	83·7	59·8	41·9	37·8	8·1
1965 February	33·5	20·7	27·0	19·1	13·0	12·7	2·7
March	37·3	23·3	30·0	20·6	14·4	14·0	2·7
April	34·0	20·4	27.4	17·8	12·9	11·5	2·2
1966 February	32·9	20·1	26·2	18·7	13·0	12·1	2·6
March	38·3	23·2	30·3	21·5	14·5	13·4	2·6
April	31·7	18.5	25·5	18·0	12·0	9·5	2·0

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

BRITISH TEXTILE MACHINERY IN ETHIOPIA

The opening of a new textile mill for the Ethiopian Fabric Share Company, Asmara, by Emperor Haile Selassié I (right). Platt Bros. (Sales) Ltd., the textile machinery company of Oldham, Lancashire, supplied all the cotton spinning machinery to the value of some £150,000 for this mill. Platts state that with the completion of this mill they have secured a foothold in every African country, and last year their salesmen travelled some 2½-million miles in search of overseas business. Accompanying the Emperor is Signor Fernando Picciotto, representing the textile advisers and consultants to the client.

Production in the cotton industry

THE VOLUME of production in the cotton industry in April was 2 per cent less than in April 1965.

Statistics issued by the Cotton Board show that in the period January-April the amount of cloth woven was 4 per cent less than in the corresponding months of 1965; production of single yarn and the amount of yarn doubled were both 7 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1965	9·32	2·74	2·53	2·31	19·5	12·0
1965 April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1
December*	8·58	2·42	2·28	2·14	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	19·1	13·1
February	9·35	2·80	2·52	2·31	19·2	12·9
March*	9·53	2·87	2·55	2·37	19·6	13·0
April	8·64	2·52	2·31	2·15	18·3	12·0

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of 5 weeks. †53-week period.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of April 1966 was slightly more than at the end of March.

The rate of deliveries in April was 3 per cent less than in April 1965 and the rate of receipt of net new orders was 5 per cent less.

Taking March and April together the rate of deliveries was marginally more while the rate of receipt of net new orders was 2 per cent more compared with the same two months last year.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter*	122	100	100
1965 February	122	99	102
March	121	99	100
April	123	101	97
1966 February*	121	100	103
March*	122	108	103
April*	123	96	95

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Industry's investment intentions

DURING MAY, 1966 the Board of Trade asked companies contributing to the investment intentions inquiries to state whether they planned to spend in 1966 and 1967 more or less than they had forecast in the November/December 1965 inquiry. The latter inquiry (its results were published in the *Board of Trade Journal* of January 28, 1966) had led to estimates that manufacturing industry seemed likely to spend very little more on fixed assets in 1966 than in 1965 – a rise of up to about 2 per cent was indicated – and that the distributive and service industries expected to spend about the same in 1966 as in 1965; both manufacturers and the distributive and service trades envisaged plans for spending about the same in 1967 as in 1966.

The results of the May, 1966 inquiry suggest that companies, both in manufacturing industry and in the distributive and service trades, now expect to spend on capital account in 1966 and in 1967 less than they had planned to spend at the end of last year. This particular inquiry was only the third of its kind, and as the inquiry asked contributors only to indicate whether they intended to spend more than, the same as or less than they had declared at the end of last year and did not call for revised estimates of intended capital expenditure, it is not possible to give an indication of the amount of the reduction implied by the results.

Later in the summer the Board will be asking companies to provide up-to-date forecasts of their capital expenditure in 1966 and 1967.

Index of retail prices for May

THE MINISTRY OF LABOUR announce that at May 17, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100) was 116.8, compared with 116.0 at April 19. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of a number of items of food, particularly potatoes and tomatoes.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Rotating Electrical Machinery for December 1965.
Tools and Implements for February 1966.
Clothing for March 1966.
Salt for April 1966.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during May 1966 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000 . . .	—	1,577	1,577
£1,000 and under £10,000 . .	—	611	611
£10,000 and under £50,000 .	1	102	103
£50,000 and under £100,000 .	—	9	9
£100,000 and under £1,000,000 .	—	3	3
£1,000,000 and above . .	—	—	—
Total number	1	2,302	2,303
	'000's	'000's	'000's
Total amount of nominal Capital	£30	£3,930	£3,960

Companies registered in Great Britain in 1965 and 1966.

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January . .	3,127	8,031	2,252	4,987
February . .	3,281	9,615	2,430	6,800
March . .	4,722	17,718	3,480	9,437
April . .	3,636	9,893	2,375	8,044
May . .	3,306	6,547	2,303	3,960
June . .	2,673	5,568		
July . .	2,553	4,329		
August . .	2,276	3,865		
September . .	2,468	11,188		
October . .	2,573	4,948		
November . .	2,529	5,671		
December . .	2,702	14,968		
Total . . .	35,846	102,341		

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, June, 17, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Horror of it All	Br/E 31389	75	June 13	Twentieth Century-Fox Film Co. Ltd. . .	Lippert Films Ltd.
Pathe Pictorial Series 599/611:					
Pathe Pictorial No. 599	Br/E 31394	8	June 15	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe Pictorial No. 600	Br/E 31395	8	June 15	" "	" "
Pathe Pictorial No. 601	Br/E 31396	8	June 15	" "	" "
Pathe News 66-47	Br/E 30963	7	June 17	" "	" "
Pathe News 66-48	Br/E 30964	8	June 17	" "	" "
Movietone News 1931	Br/E 30877	8	June 17	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1931A	Br/E 30878	7	June 17	" "	" "
			FOREIGN		
A Blonde in Love	F 31385	83	June 13	Contemporary Films Ltd. . . .	Ceskoslovensky Filmexport, Prague.
The Oscar	F 31386	121	June 13	Paramount Film Service Ltd. . . .	A Greene-Rouse Production.
The Glass Bottom Boat	F 31387	110	June 13	Metro-Goldwyn-Mayer Pictures Ltd. . .	Arwin Productions Inc., and Reame Productions Inc.
The Alphabet Murders	F 31388	85	June 13	" "	Metro-Goldwyn-Mayer British Studios Ltd.
The Astroduck	F 31390	7	June 15	Warner-Pathe Distributors Ltd. . . .	Warner Bros. Pictures Inc.
Boulder Wham!	F 31391	7	June 15	" "	" "
Assault and Peppered	F 31392	7	June 15	" "	" "
Cheyenne Days	F 31393	9	June 15	" "	" "
De l'Amour (All about Loving) . . .	F 31397	87	June 16	Bargate Films Ltd.	Les Films Marceau, Paris, and Les Films de la Pleiade, Paris.
The Rare Breed	F 31398	97	June 17	Rank Film Distributors Ltd. . . .	Universal International Films Inc.

BRITISH WEEK IN LYONS

21 – 30 October 1966

A great point-of-sale promotion for British consumer goods

There is room in the shops of Lyons for

GARDEN TOOLS and FURNITURE

Have you or your agent in France yet made a bid for the Lyons share of trade ? We can help you with information about the most likely outlets, and tell you about the spectacular supporting programme.

Please make your own choice of one of these sources of further information:

Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.
Export Council for Europe, 27, Northumberland Avenue, London, W.C.2
Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e.
British Week Office, 24, Rue Childebert, Lyon 2e.

British commercial representatives overseas

ALL COMMERCIAL INQUIRIES should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977). A great deal of overseas commercial information is on record and can be supplied immediately.

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The Commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of full-time representatives in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. City 5757, Ext. 7146) (Telex 25977).

This list is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Branch at the address given opposite. (Tel. City 5757, Ext. 463).

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, 7 Chemin des Glycines, Edifice Cassiopée, Bâtiment B, ALGIERS. (Tel. 60.56.01-04).

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. T. W. Keeble, H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba).

ARUBA – Inquiries should be addressed to Export Services Branch.

[There is an Honorary Vice-Consul at Oranjestad who will be glad to see British business visitors – Mr. P. Wurtz, British Vice-Consul, Maduro Building, Nassaustraat 88, ORANJESTAD, Aruba, Netherlands Antilles. (Tel. 2046).]

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b BRITEMB).

INNSBRUCK (C.) – Erlerstrasse 17, 6020 Innsbruck. (Tel. 28320.)

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., Australia. ('UKREP, Canberra.') (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

ADELAIDE – Mr. L. A. C. Newns, First Secretary, British High Commission, F.C.A. Building, 15 Franklin Street, Adelaide. ('UKREP, Adelaide.') (Tel. 51-4011, 51-4012.)

CANBERRA – Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T. ('UKREP, Canberra.') (Tel. 72211.)

SYDNEY – Mr. M. J. Marshall, Counsellor, British High Commission, London Assurance House, 20 Bridge Street, Sydney. ('UKREP, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Counsellor, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('UKREP, Melbourne.') (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, First Secretary, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('UKREP, Brisbane.') (Tel. 2-2307.)

PERTH – Mr. B. A. F. Pennock, First Secretary, British High Commission, ANZ House (7th Floor), 84 St. George's Terrace, Perth, Western Australia. ('UKREP, Perth.') (Tel. 21-5120 and 21-5128/9.)

AZORES (C) – Praca 5 de Outubro, PONTA DELGADA, San Miguel. (Tel. 22617.)

BAHRAIN – Commercial Officer, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, Manama. P.O. Box 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

For Bahrain, Qatar, Trucial States, including Abu Dhabi, and Muscat and Oman regionally – Mr. M. R. Melhuish, First Secretary (Economic), H.M. Political Residency, P.O. Box 3, Manama, Bahrain. ('Prodrome, Bahrain.') (Tel. Jufair Military Automatic Exchange 811.428.) (Telex 201-216 a/b Prodrome BHN.)

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-222703 a/b Prodrome Bruxls).

ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

[There are also Honorary Consuls at Ghent and Liège who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.]

GHENT (Hon. C) – Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).

LIÈGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 29400 to 29404.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO (C.G.) – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Chrispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

BULGARIA – Mr. G. W. Burnett, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – British Embassy, BUJUMBURA.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMBODIA – British Embassy, PHNOM PENH.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON – Mr. T. Empson, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDE. (Tel. 3192.)

[Inquiries relating to Government Departments and firms in Yaoundé.]

BUEA (C) – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

[All other commercial inquiries.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission, 80 Elgin Street, Ottawa 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep.)

OTTAWA – Mr. S. Stewart, M.C., Counsellor (Commercial), British High Commission, 80, Elgin Street, Ottawa, 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep.)

MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)

† VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.') (Tel. 683-4421.) (Telex 206-045481 a/b Ukiform VCR.)

WINNIPEG – The British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. ('Wincom, Winnipeg.') (Tel. 942-3151.) † (Telex 206-035461 a/b Ukiform Winnipeg.)

EDMONTON – Mr. W. C. Hodgkins, The British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmon- † ton.) (Tel. 424-0481.) (Telex 206-032421 a/b Ukiform EDM.)

REGINA – Mr. H. W. Sturdy, The British Trade Commissioner, British Government Office, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina, Sask. ('Regcom, Regina.') (Tel. 527-6459.)

ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645, Granville Street, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep HFX.)

QUEBEC CITY – The British Trade Commissioner, British Government Office, 100 D'Youville Square, Quebec City. † (Tel. 525-5187.) (Telex 206-011246 a/b Ukiform QBC.)

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:—

The First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 3192.)

CEYLON – Mr. J. F. Saunders, M.B.E., Counsellor (Commercial), British High Commission, P.O. Box 745, Galle Road, Kollupitiya, COLOMBO 1. ('UKREP, Colombo.') (Tel. 7298/9.) (Telex 201-101 a/b 'UKREP, Colombo'.)

CHAD – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–

The First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 3192.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-61155.) (Telex 201-SGO341 a/b Prodrome Santiago.)

CHINA Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.') (Tel. 411051 and 433203.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF (Formerly Belgian Congo) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5/6/7.)

LUBUMBASHI (C) – Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. T. Heal, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('UKREP, Nicosia.') (Tel. 73131-5).

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana. PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.)

DAHOMEY – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:

First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire, Boite Postale 892, LOMÉ, Republic of Togo. (Tel. 2085.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) † (Telex 2051-2706 a/b Prodrome KH.)

[There is also an Honorary Vice-Consul at Thorshavn who will be glad to see British business visitors and deal with routine commercial enquiries relating to the FAROE ISLANDS.]

Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314.) (Tel. 30070/73.)

GUAYAQUIL (C). – Mr. T. G. Simon, Consul, British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla K, Guayaquil.) (Tel. 15-392 & 15-243.)

EGYPT – see under UNITED ARAB REPUBLIC.

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 611, SAN SALVADOR. (Tel. 219667.) (*For correspondence: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912.)

ERITREA (C.) – Mr. J. Bromley, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. † 12574 and 32826.) (Telex 2059-121122 a/b BRITFORM HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (V.C.) – 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10; 265.06.20.) (Telex 2022-20931 a/b Prodrome Paris.)

Commercial enquiries for the Paris Consular districts should be addressed to the Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–

BORDEAUX (C) – 15 Cours de Verdun, Bordeaux. (Tel. 52-28-35/6.)

CALAIS (V. C.) – 9-11 Rue Felix Cadras, Calais. (Tel. 34.45.48.)

LE HAVRE (C) – 9 Quai George V, Le Havre. (Tel. 42.27.47.)

LILLE (C.G.) – 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS (C.G.) – 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67 (2 lines.)) (Telex 2022-33254 a/b Britain Lyon.)

MARSEILLES (C.G.) – 24 Avenue du Prado, Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.)

STRASBOURG (C.G.) – 10 Rue du General Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) Telex 2022-87995 a/b Bristra, Strbg.)

GABON – There is no British Commercial Representative in Gabon. Inquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–

The First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 31-92).

GAMBIA – Mr. C. H. Seaward, First Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. ('UKREP, Bathurst.') (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN 53. (Tel. † Bonn 222021.) (Telex 203-886887 a/b 886887 BRINF D.)

BERLIN (C.G.) – Mr. H. G. F. Harcombe, Vice-Consul, Uhlandstrasse 7-8, Charlottenburg 2, Berlin. (Tel. 935293-6).

DUSSELDORF (C.G.) – Mr. R. H. Link, Consul (Commercial), Cecilienallee 16. (Tel. 434281-5). (Telex 203-8-584855 a/b Comb. D).

FRANKFURT (C.G.) – Mr. J. D. Lewis, Consul (Commercial), Zeppelinallee 47. (Tel. 773251-55).

HAMBURG (C.G.) – Mr. J. Dawson, Consul (Commercial), Harvestehuderweg 8a, Hamburg, 13.) (Tel. 451351-5.) (Telex 203-213562 a/b BRHBGD.)

HANOVER (C.G.) – Enquiries should be addressed to Hamburg.

MUNICH (C.G.) – Mr. K. J. Green, Consul (Commercial), Akademiestrasse 7-9, Munich 13. (Tel. 348094-5.)

STUTTGART (C.G.) – Mr. R. K. Robertson, Consul (Commercial), Konigstrasse 45. (Tel. 293216/7, 293566).

GHANA – Mr. S. J. Gross, Counsellor (Commercial), British High Commission, Barclays Bank Building, High Street, ACCRA. (Postal address: P.O. Box 296, Accra.) ('UKREP, Accra.') (Tel. 64651.) (Telex 201-239 a/b UKREP, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou † 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform ATHINAI.)

PIRAEUS (V.C.) – 24 Akti Possidonos (Tel. 411-345.)

SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUYANA – Mr. A. S. Payne, First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. ('UKREP, Georgetown, Guyana.') (Tel. 2881/3.)

HAITI – Inquiries should be addressed to the Senior Commercial Secretary, British High Commission, P.O. Box 393, KINGSTON, Jamaica. (q.v.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479.)

HONG KONG – Mr. M. P. V. Hannam, The Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, 6 Hermincad Utca, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission in India, Chanakyapuri. NEW DELHI 21. ('UKREP. New Delhi.') (Tel. New Delhi 70371.)

- DELHI – Mr. G. L. Simmons, Counsellor (Commercial), British High Commission, Chanakyapuri, New Delhi 21. ('UKREP, New Delhi.') (Tel. New Delhi 70371.)
- CALCUTTA – Mr. J. N. McKelvie, Counsellor (Commercial), Office of the British Deputy High Commissioner, P.O. Box 9077, 1, Harrington Street, Calcutta, 16. ('UKREP, Calcutta.') (Tel. 44-5171.)
- BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('UKREP, Bombay.') (Tel. 255391-6.)
- MADRAS – Mr. H. F. Codling, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 5038, 6 Armenian Street, Madras, 1. ('UKREP, Madras.') (Tel. 23941.)

INDONESIA – British Embassy, DJAKARTA. [All commercial inquiries should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1.]

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

- KHORRAMSHAHR (C.) – Avenue Pahlavi, P.O. Box 139, Khorramshahr. (Tel. 3144, 2873.)

IRAQ – Mr. A. H. Birch, O.B.E., Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121-6.)

- BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-2-3.)

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. ('UKREP, Dublin.') (Tel. Dublin 65678/9.) (Telex 2027-5296 a/b UKREP DUBLIN.)

ISRAEL – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3).

- HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1898. (Tel. 522226/7/8.)

ITALY – Mr. W. Sharpe, Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

- MILAN (C. G.) – Mr. W. N. R. Maxwell, Consul (Commercial), British Consulate-General, Via F.lli Gabba 1/a. (Tel. 862.490 and 862.492.) (Telex 2023-31528 a/b 31528 Britain.)
- BARI (C) – Corso Vittoria Emanuele 147. (Tel. 211.504.)
- CAGLIARI, Sardinia (Hon. V.C.) – Via San Lucifero 87. (Tel. 57.825.)
- FLORENCE (C) – Palazzo Castelbarco, Lungarno Corsini 2. (Tel. 272594 and 284133.)
- GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)
- MESSINA (Hon. C) – Palazzo I.N.A., Via 1 Settembre 54. (Tel. 42.151.)
- NAPLES (C.G.) – Via Chiatamone 57. (Tel. 393854, 393885 and 397287.)
- PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)
- TURIN (C.) – Via Bogino 31. (Tel. 546908.)
- VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. Kingston 22461/3.) (Telex 29-JA10 a/b 'Ukrep, Kingston.')

JAPAN – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, 1 Ichiman-cho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

- OSAKA – Mr. M. D. W. McCann M.B.E., Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awaji-cho, 4-chome, Higashi-ku. (Tel. 231-3355/7.)

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- ISRAELI SECTOR – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3.)
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KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 220041 and 220042.)

KUWAIT – Mr. W. F. Marshall, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT ('Prodrome Kuwait.') (Tel. 39221.)

LAOS – Mr. H. Docherty, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. Beirut 221550-3, 225616, 232195.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy. P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55.) (Tel. 2118/2119/2120.)

LIECHTENSTEIN – Consul-General, ZURICH (for routine commercial inquiries covering Liechtenstein); the Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt. LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO (C.) – Mr. N. Ions, Consul, British Consulate, 52, Avenida Republica, P.O. Box 44, MACAO. ('Britain, Macao.') (Tel. 2978 or 3913.)

MADEIRA (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. (Tel. 206-50.) ('Prodrome, Tananarive.') (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. ('UKREP, Blantyre.') (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial), British High Commission in Malaysia, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1 Suleiman Road, KUALA LUMPUR. ('UKREP, Kuala Lumpur'.) (Tel. 81901. 6 lines.)

- KUALA LUMPUR – Mr. R. L. Sutton, First Secretary (Commercial), Office of the British High Commission, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Suleiman Road, Kuala Lumpur. ('UKREP, Kuala Lumpur'.) (Tel. 81901, 6 lines.)
- JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah. ('UKREP, Jesselton.') (Tel. 4233, 4378 and 4424.)
- KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching. ('UKREP, Kuching.') (Tel. 3373/4.)

MALTA – Mr. R. G. Harrison, Second Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. ('UKREP, Malta.') (Tel. Central 21285/6/7.)

MARTINIQUE (C.) – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA, ISLAMIC REPUBLIC OF – There is no British Commercial Representative in Mauritania. Inquiries (which should clearly indicate that they refer to Mauritania) should be referred to:

The Second Secretary (Commercial), British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR, Republic of Senegal. (Tel. 22383.) (Telex 201-548 a/b Prodrome Dkr.)

MEXICO – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 29-0177894 a/b Prodrome Mex.)

MOCAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

BEIRA (C) – Casa Infante de Sagres, P.O. Box 11. (Tel. 2032.)

MONGOLIA – Mr. R. A. Hibbert, The British Chargé d'Affaires. P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 24.679.)

MOROCCO:

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, 28 Avenue Allal ben Abdallah, Corner of Rue Tirard, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)

TANGIER (C.G.) – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

MUSCAT and OMAN (C.G.) – Mr. D. Pragnell, Vice-Consul, British Consulate-General, MUSCAT. ('Britain, Muscat.') (Tel. Muscat 271.) See also under BAHRAIN for regional matters.

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. J. A. Turpin, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout † 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM (C.G.) – Herengracht 460. (Tel. 233229 and 233490.)

ROTTERDAM (C.G.) – Parklaan 18. (Tel. 131555 and 138762.)

NETHERLANDS ANTILLES – British Consulate, CURAÇAO.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

NEW CALEDONIA (C) – Inquiries should be addressed to Export Services Branch.

[There is an Honorary Consul at Noumea who will be glad to see British business visitors – Mr. W. A. Johnston, O.B.E., British Consul, Noumea.]

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('UKREP, Wellington.') (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

WELLINGTON – Mr. E. J. Lindley, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. (UKREP, Wellington.') (Tel. 46-060.)

AUCKLAND – Mr. J. D. Leithead, First Secretary (Commercial), British High Commission, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.I. ('Tradcom, Auckland.') (Tel. 43-473, 20-692.)

CHRISTCHURCH – Mr. P. C. Burdett, First Secretary (Commercial), British High Commission, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua, Nicaragua.)

NIGER – There is no British Commercial Representative in Niger. Inquiries (which should clearly indicate that they refer to Niger) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin. ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

NIGERIA – Mr. C. E. Dymond, Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060. G.P.O., Lagos, Nigeria.) ('UKREP, Lagos.') (Tel. 26441.) (Telex 201-247 a/b 'UKREP, Lagos.')

LAGOS – Mr. M. Z. Wasilewski, First Secretary (Commercial), British High Commission, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('UKREP. Lagos.') (Tel. 26441.) (Telex 201-247 a/b UKREP, Lagos.)

ENUGU – Mr. A. Dow, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('UKREP, Enugu.') (Tel. Enugu 3216.)

IBADAN – Mr. G. R. Webb, Second Secretary (Commercial), Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5010, Ibadan, Western Nigeria.) ('UKREP, Ibadan.') (Tel. Ibadan 21551.)

KADUNA – Mr. H. A. Rogers, Second Secretary (Commercial), Office of the British Deputy High Commissioner, British and French Bank Building, Hospital Road, Kaduna. ('UKREP, Kaduna.') (Tel. Whitehall 2573/5.)

NORWAY – Mr. P. J. E. Male, M.C., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) Telex 2025-1575 a/b Prodoslo.)

BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Counsellor (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

KARACHI – Mr. R. Fox, First Secretary (Commercial), Office of the British High Commissioner, First Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

LAHORE – Mr. D. R. Collard, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('UKREP, Lahore.') (Tel. 62266/7.)

RAWALPINDI – Mr. S. N. Burbridge, First Secretary (Commercial), Office of the British Deputy High Commissioner, 23/25 Adil Chambers, Napier Road, Rawalpindi. ('UKREP, Rawalpindi.') (Tel. 2729.)

DACCA – Mr. K. W. Chesterman, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 3, East Pakistan. ('UKREP, Dacca.') (Tel. 44216/8.)

CHITTAGONG – Mr. T. W. Robinson, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong'.) (Tel. 5971 and 5972.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, P.O. Box 889, PANAMA CITY. (Tel. 3-0453.) Also Box B, Balboa, Canal Zone. (Telex 201-3481020 a/b Propana.)

COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, Casilla de Correo 404 (for correspondence); 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); Edificio Washington – 12th Floor (for visitors); Plaza Washington, Avenue Arequipa, LIMA. (Tel. 3830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. R. M. John, First Secretary (Commercial), British Embassy, Aleje Röz 1, WARSAW. (Tel. 281001-5.)

PORTUGAL – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)

OPORTO (C.G.) – Palacio Atlantico, 7th Floor, Praca D. Joao 1. (Tel. 22442/3.)

PORTUGUESE GUINEA – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Lisbon.

[Has overall responsibility but all commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 22637.) See also under BAHRAIN for regional matters.

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.)

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SAUDI ARABIA – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, P.O. Box 393 (for mail), JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. L. W. James, Second Secretary (Commercial) and Vice-Consul, British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, Dkr.)

SIERRA LEONE – Mr. W. B. J. Dobbs, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/c, G.P.O., Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. ('UKREP, Freetown.') (Tel. 3961/3966, six lines.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, Singapore, 1. ('UKREP, Singapore.') (Tel. 95011-95017.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. ('Prodrome, Pretoria.') (Tel. 74-3121.) (Telex 201-PX 1 a/b Prodrome Pr.)

PRETORIA – Mr. F. S. Fielding, O.B.E., First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. ('Prodrome, Pretoria.') (Tel. 74-3121.) (Telex 201-PX 1 a/b Prodrome Pr.)

CAPE TOWN (C.G.) – Mr. H. Niblock, Consul (Commercial), 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. ('Britain, Cape Town.') (Tel. 41-1466.) (Telex 201-CX 5-7301 a/b 5-7301 CT.)

JOHANNESBURG (C.G.) – Mr. J. T. Hyslop, Consul (Commercial), 8th Floor, B.P. Centre, corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.')
† (Tel. 834-6411.) (Telex 201- J.7115 a/b Britform.)

DURBAN (C.G.) – Mr. M. J. A. P. Sullivan, Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban.) (Tel. 313131 (five lines.)) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH (C.) – Mr. D. S. Cross, Consul, The Standard Bank Building, 7th Floor, 32, 34 and 36 Main Street, P.O. Box 917, Port Elizabeth. ('Britain, Port Elizabeth.') (Tel. 2-9549.)

SPAIN – Mr. D. I. Dunnett, O.B.E., Counsellor (Commercial), British Embassy, Orfila 5, MADRID, 4. (Tel. 219 02 00 and 219 02 04.) (Telex 29-7656 a/b Prodrome, Madrid.)

BARCELONA (C.G.) – Junqueras 18, Apartado de Correos 1401, Barcelona, 3 (Tel. 2220791.)

BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)

SEVILLE (C.G.) – Frederico Rubio No. 12. (Tel. 228873/4/5.)

VALENCIA (C.) – Coronista Carreres 1, 4a. (Tel. 21-12-75.)

VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 211450.)

PALMA DE MALLORCA (C.) – José Tous Ferrer 28-2, Palma de Mallorca. (Tel. 1.20.85, 1.24.45.)

LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 23-1772.)

SANTA CRUZ (C.) – La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 2000.)

SUDAN – Mr. R. W. Munro, Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. ('Prodrome, Khartoum.') (Tel. 70760, 70766-9.)

SURINAM – Inquiries should be addressed to the First Secretary (Commercial), British High Commission, P.O. Box 625, GEORGETOWN, Guyana. (q.v.)

[There is an Honorary Vice-Consul at Paramaribo who will be glad to see British business visitors – Mr. C. H. Benz, British Vice-Consul, c/o Benz & Co. N.V., Kromme Elleboorgstraat 9, PARAMARIBO. (Tel. 2148.)]

SWEDEN – Mr. I. C. Mackenzie, C.B.E., Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel.
† 67.01.40.) (Telex 2024-1340 a/b BRITFORM STH.)

GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.77.)

NOTES

C.G.=Consulate General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

MALMO (C.) – Commercial Section, Lilla Nygatan 11, Malmö C. (Tel. 26625.)

SWITZERLAND – Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21). (Telex 2052-32687 a/b Prodrome Bern.)

BASLE (C.) P.O. Box No. 851, 36 Rittergasse, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA (C.G.) – 41 Quai Wilson, 1201 Geneva. (Tel. (022) 31.31.20/29.) (Telex 2052-22956 a/b Prodrome GVE-A.)

ZURICH (C.G.) – Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b Britain, Zurich.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)

ALEPPO (C.) – P.O. Box 7, Aleppo. (Tel. Aleppo 11218.)

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire. Boite Postale 892, LOME. Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome Lomé.)

TRINIDAD AND TOBAGO – Mr. H. B. McKenzie Johnston, Principal British Trade Commissioner in the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('UKREP, Port of Spain.') (Tel. 52861/6.) (Telex 201-POS 52342 a/b POS 52342.)

TRUCIAL STATES

DUBAI – Commercial Officer, H.M. Political Agency, 1st Floor, Mustafa bin Abdullatif Building, Dubai. ('Political, Dubai.') (Tel. 4225.)

ABU DHABI – Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

See also under BAHRAIN for regional matters.

TUNISIA – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.10.96.)

ISTANBUL (C.G.) – Mr. W. J. Cheeseman, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR (C.G.) – Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('UKREP, Kampala.') (Tel. 57054/59.) (Telex 201-4106 a/b 'UKREP, Kampala.')

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3. (Tel. 21246, 21247, 21248.)

UNITED STATES

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. F. H. Jackson, First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.) Area Code 202.

[Commercial inquiries should be addressed to the Commercial Department, British Consulate-General, New York.]

NEW YORK (C.G.) – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 2065-62515 a/b Prodrome.)

(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, Consul, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. ME7-33600.) Area Code 214.

DENVER (C.) – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. 2-2729.) Area Code 303.

DETROIT (C.G.) – Mr. E. W. Busby, Consul (Commercial), British Consulate-General, 1008, Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU (C.) – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. Honolulu 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/2/3/4.) Area Code 713.

KANSAS CITY (C.) – Mr. N. M. Hallett, Consul, British Consulate, Suite 1900, Commerce Tower, 911 Main Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.) Area Code 816.

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005.(Tel. DU 5-7381.) Area Code 213.

MIAMI (C.) – Mr. W. H. Adams, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS (C.G.) – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania, 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715, World Trade Building, Portland, Oregon 97204. (Tel. 227-5669.) Area Code 503.

SAN JUAN (C.) – Mr. H. Fletcher, Consul, British Consulate, 149 Paseo de Covadonga, P.O. Box 1307, San Juan 2, Puerto Rico, 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, Consul (Commercial), British Consulate-General, 343 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE (C.G.) – Mr. F. Culver, H.M. Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 206.

[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the British Embassy, Washington, D.C.]

BALTIMORE (C.) – Mr. H. M. Stewart, Vice-Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

UPPER VOLTA – There is no British Commercial Representative in Upper Volta. Inquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome Mvd.)

U.S.S.R. – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12. Mr. Rothnie receives all visitors at his offices Kutuzovsky Prospekt 7/4, MOSCOW G-2.48, (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence), 12th Floor, Edificio Shell, Avenida La Estancia No. 10, Chuao, CARACAS. (Tel. 338355-9.) (Telex 201-292 a/b 292 Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai lo Thong Nhut, P.O. Box No. N.1, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 7/11. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37.627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UKREP Lusaka.') (Tel. 72097.) (Telex 201-4115 a/b Secretariat LS.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is therefore limited and it is advisable to address inquiries to the Board of Trade initially, rather than write direct to Trade Correspondents who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Permanent Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L, GPO, Hobart.) (Tel. Hobart 2 2776-7.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. Adana 1072.)

Guide to countries in which towns are situated

Place	Country
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Adelaide	Australia
Addis Ababa	Ethiopia
Alberta	Canada
Aleppo	Syrian Arab Republic
Alexandria	United Arab Republic (Egypt)
Algiers	Algeria
Amman	Jordan

Place	Country
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zeland
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand

Place	Country
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beira	Mocambique (Portuguese East Africa)
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany

Place	*Country*
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Brisbane	Australia
Brunei	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Bujumbura	Burundi
Cairo	United Arab Republic (Egypt)
Cagliari	Italy (Sardinia)
Calais	France
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezeula
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Copenhagen	Denmark
Curacao	Netherlands Antilles
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Georgetown	British Guiana
Ghent	Belgium
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Haifa	Israel
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Hong Kong	Hong Kong
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Kansas City	United States
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Khorramshahr	Iran
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kuala Lumpur	Malaysia
Kuching	Malaysia
Kuwait	Kuwait
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Le Havre	France
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mocambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbash	Democratic Republic of Congo
Lusaka	Zambia
Luxembourg	Luxembourg
Lyons	France
Macao	Macao
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Martinique	Martinique
Maseru	Basutoland
Melbourne	Australia
Messina	Italy (Sicily)
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	Soviet Union
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Noumea	New Caledonia
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Oranjestad	Aruba (Netherlands Antilles
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paramaribo	Surinam
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. Helena	St. Helena
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Singapore	Singapore
Sofia	Bulgaria
Split	Yugoslavia
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Canary Islands (Spain)
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Trieste	Italy
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Vila	New Hebrides
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaounde	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

British Overseas Commercial Representatives' visits during July to September, 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during July to September 1966:

GHANA (Accra)	H. A. Boyd	Second Secretary (Commercial)	September	In present post since 1965.
MEXICO (Mexico City)	R. S. Milward	First Secretary (Commercial)	September	In present post since 1964.
SINGAPORE	L. F. Hope	First Secretary (Head of Commercial Section)	August/September	In present post since 1964.
SOUTH AFRICA (Pretoria)	W. H. Harper	Second Secretary (Commercial)	September/October	In present post since 1964.
SWITZERLAND (Berne)	R. M. Evans	First Secretary (Commercial)	September/October	In present post since 1964.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, are listed below). Those firms and organizations other than in the Eastern Region and the London and South-eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178,
Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street,
Workington, Cumberland. (Tel. Workington 3788).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York;
Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back –
BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1.
(Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104,
Answer Back–BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Somerset House, 37 Temple Street, Birmingham, 2
(Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX.
33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street,
London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back –
BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London,
S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back –
BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1.
(Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214,
Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer
Back – BOT CARDIFF).

Scotland
The whole of Scotland.
P. J. L. Homan, OBE, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583,
Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland),
Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271.
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BELFAST).

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Exhibitions and Fairs

International Plastics and Rubber Exhibition at Paris

A report from the Commercial Section, British Embassy in Paris

THE INTERNATIONAL Plastics and Rubber Exhibition (Europlastique 66 – Eurocaoutchouc) was this year held in Paris in the exhibition grounds at the Porte de Versailles, from May 20-30, occupying an area of 11,000 square yards. 930 exhibitors, of whom 27 were British, from 25 countries took part. France was in the lead followed by Germany, Italy and the United Kingdom. Most European countries were represented including three Eastern European countries. American representation was small.

Exhibits were pretty fairly balanced between machinery (covering 50 per cent of the total area) and raw materials and finished products.

Eight of the British participants were members of a joint venture organized by the British Plastics Federation with financial assistance from the Board of Trade. The group stand in which their machinery and chemical products were exhibited, was attractively designed by the Central Office of Information.

Altogether 450,000 persons visited the exhibition, including 48,000 from foreign countries such as Germany, Italy, Scandinavia, Australia, America and South America. Two notable and interested visitors to a British firm on the group stand were the Commercial Counsellor of the Chinese Embassy in Paris and a member of the China Commission for the Promotion of International Trade.

In the synthetic resin section the presence, in some strength and with impressive display was noted, of the leading oil companies who were flanked by the large French chemical producers. All were strategically placed in the hall immediately inside the main entrance but it was gratifying to observe that preceding all of these was the extremely well designed and spacious stand of a well-known British chemical and plastics producer who was exhibiting a huge variety of products ranging from model cars to electrical and electronic components.

British exhibitors were considerably heartened by the visit of Sir Patrick Reilly, the British Ambassador, who spent an hour and a half with them and who showed great interest in their products and the results obtained by their presence at the exhibition.

On the whole these were not inconsiderable, for it must be borne in mind that a good many British products shown are not made in France – for instance certain mixers – and high density polythene – and that on the whole they represented the effects of research on the improvement of plastics products, a point emphasized in the press release of the British Plastics Federation.

Amongst other unique British products were equipment for the measurement and automatic control of the wall thickness of plastic tubes during extrusion, coaxial screw preplasticizing injection moulding machines, plated plastic taps, a portable machine for marking hot foil, and others.

Surprises are often disagreeable but there are exceptions and one such was reserved for a British manufacturer of amongst other equipment, that for the production of insulating products for cable and flex who had received an unexpectedly large number of visitors – mainly French and Spanish – from cable manufacturers.

Another highly satisfied exhibitor was a British producer of plastic moulds who reckoned that sales to France would double as a result of coming to Paris, and who is already supplying one of the leading car manufacturers and a well-known producer of typewriters, both French.

It is probably true to say that most of the British firms participating in this event came with open minds and consequently very few were disappointed. Even the one or two who had not received as many inquiries as they had anticipated found that they had, in making the rounds, acquired a certain amount of technical information which could lead to the application of new ideas to their own particular products.

Inquiries on the whole were steady and serious and came not only from French sources but from the foreign countries of which mention has already been made.

Firm orders on such occasions are exceptional but one manufacturer of injection presses reckoned on finally securing orders up to £30,000 and another making machinery for producing polythene bags had already secured orders amounting to £10,000. Printed plastic fabrics also did well.

There seems little doubt that the emphasis in the future of this exhibition will be on a straight division between products, both raw and finished, and machinery, with probably a slight predominance of the latter. Consequently, and in view of what we have to offer from Britain, it would seem logical to follow up our successes by supporting next year's event at Düsseldorf.

Increased sales follow Bremerhaven's 'British Week'

SOME REMARKABLE SUCCESSES have been achieved as a result of the 'British Week' in Bremerhaven which took place from March 22-27. This is indicated in the first follow-up survey which has just been completed.

Where good advertising supported products previously unknown to the Bremerhaveners some spectacular increases in sales followed. Shops displaying women's suits and coats report rises of up to 70 per cent. Wedding dresses proved a particularly popular line, in one store the complete display was sold during the Week and repeat orders have followed. Sugar coated confectionery was also popular where special displays were mounted. One store sold out of all its displays within hours of the official opening ceremony and later reported that turnover during the Week was 30 per cent above normal. Other particularly successful products marketed during the Week included porcelain, sauces, spices, ladies' footwear, knitwear, and bedroom runners.

The report points out that not only the department stores but also the smaller retailers who participated benefited from the Week and in many cases a regular purchasing programme of British goods is now being introduced.

The promotion was supported by the Board of Trade, who contributed large quantities of display material which were used in the streets, shops and stores to create a suitable buy-British atmosphere.

Sir Frank Roberts, HM Ambassador in Bonn, viewing a display of British bridal dresses in the Karstadt department store, during the recent 'British Week' in Bremerhaven. One manufacturer reported that, prior to the Week, Karstadt buyers purchased 138 dresses of the type shown in the extreme left of the picture.

Sussex/Normandy fair to be held in Brighton

HIS GRACE THE DUKE OF NORFOLK, will open the 2nd Sussex/Normandy Festival Fair September 17-24, which will be held in Brighton this year; the first event in the series held in Dieppe in July 1965. It will be a combined operation between French and British industrialists, and will incorporate the 20th Sussex Industries Exhibition. Products of both Normandy and Sussex will be displayed in the Metropole Hotel New Exhibition Hall of 50,000 square feet and will range from engineering and electronic equipment to furniture and household products, food, wines, sporting equipment, fashion wear and accessories. Separate days will be devoted to the various industries when both French and British specialist buyers will be invited to visit the event.

During the week arrangements will be made for overseas buyers to visit local factories and places of historical interest, and supporting events will include an international sports programme, firework displays and so on.

Most of the space has already been booked by 185 British and 160 French exhibitors.

WARNING

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CONFERENCE DETAILS

TUESDAY, SEPTEMBER 13

Chairman: **Dr. Jean Thoma, Dr.Sc.,** Switzerland. Developments in Hydraulically Loaded Rolling Mills, **T. W. Hood, M.A., C.Eng., A.M.I.E.E., J. A. Tracy, A.M.I.Mech.E.,** Leowy Engineering Co. Ltd. Aspects of Silencing Pneumatic Equipment, **A. D. Barber, M.S., C.Eng., A.M.I.Mech.E., A.F.R.Ae.S., M. G. Adamson, B.Eng.,** Holman Bros. Limited. Application of Automatic Feed Air Tools in Industry, **N. A. Taylor,** Broom & Wade. Standardisation, **D. A. A. Morton, Grad.M.I.Plant.E.,** Ford Motor Co. Blue Streak: Aspects of Control, **R. G. Staniforth, B.Sc.,** Hawkey Siddeley Dynamics Ltd. Filtration up to Space Craft Requirements, **Dr. D. P. Pall,** The Pall Corp., U.S.A. System Design for Maintaining Over-Pressure in Aircraft Fuel Tanks, **G. W. Stanners, B.Sc.,** Hymatic Engineering Co. Limited. Investigation and Report on the Characteristics and Control of Very High Induced Flow Rates in Fast Acting Hydraulic Cylinders, **Farel Bradbury,** Consultant Engineer, Bradbury Controls Ltd., **T. P. Priestley, B.Sc.(Eng.), M.Sc., Grad.I.E.E.,** Loughborough College of Technology.

WEDNESDAY, SEPTEMBER 14

Chairman: **Prof. Russell Henke, P.E.,** U.S.A. Mains v. Packaged Compressed Air, **D. E. V. Fereday, M.I.Ex.,** Hymatic Engineering Co. Limited. Air Motors, **D. J. Bickley, A.M.I.Mech.E.,** Globe Pneumatic Eng. Co. Limited. World Wide Fluid Logic Systems, **Dr. L. Steiner, Ph.D.,** Consultant Engineer. Centralised Systems and Vibrating Power, **Wesley Master,** Dynex, U.S.A. Applications of Orbit Hydraulics, **Vagn Bender, Civil Ingenior (Mech.),** Danfoss A.S. Some Applications and Developments in Uses of High Pressure Gases, **A. C. Colthorpe,** Olin Mathieson Ltd. Alternating Flow Hydraulics, **Dr. K. Foster, Ph.D., A.M.I.Mech.E.,** Birmingham University. The Role of an Air House, **P. Joblin,** Process Pneumatics Ltd.

THURSDAY, SEPTEMBER 15

Chairman: **Frank Towler, C.Eng., M.I.Mech.E., M.I.Prod.E.,** Great Britain. Pneumatic, Automatic and Remote Control of Valves, **P. L. Cowper-Coles,** Telektron (G.B.) Ltd. Control Systems: The Next Ten Years, **J. D. North, C.B.E., Hon. F.R.Ae.S., M.I.Mech.E., F.S.S.,** Boulton Paul Aircraft. Hydraulic Slide Valve Design, **Adam Grudzewski, Mgr. Inz.,** Consultant Engineer, Poland. Control Systems for Hydrostatic Transmissions, **Dr. Jean Thoma, Dr.Sc.,** Consultant Engineer, Switzerland. Detector Holes for Pneumatic Circuit Sequence and Interlock Control, **C. J. Kirk, C.Eng., A.M.I.Mech.E.,** Martonair Ltd. Miniaturisation in Hydraulics, **D. A. Larner, C.Eng., A.M.I.Mech.E.,** Fluid Power Limited. Multiplicity v. Individuality, **J. Hibbert,** J. J. Churchill Ltd. Some Advantages of Hydro-Pneumatic Accumulators, **W. Hare,** Fawcett Preston & Co. Ltd.

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BTJ

Striking British stand at Barcelona samples fair

A report by HM Consul, Barcelona.

THE BARCELONA International Samples Fair provides convenient access to the large and sophisticated market of Northern Spain. Foreign competition in all ranges is extremely keen, but machinery and consumer goods of the highest quality can find a ready sale.

This year's fair (from June 1 to 15), the 34th to be held here, which was opened by the Minister of Commerce, followed much the same pattern as in previous years, except that motor cars were shown in an earlier section in April, and that many exhibitors in the packaging and printing trades dropped out, having already taken part in the 'Graphispack' exhibition which was held in March.

Fifty-three foreign countries participated officially. These included one notable newcomer to the scene, Hong Kong, which mounted a huge and striking display of consumer goods at competitive prices, and spared no expense to make an impact on the local market. Among other countries Austria, Mexico and Poland also stood out because of the size and quality of their official stands. By contrast, the United States this year limited their official effort to a small information stand, although there were of course many United States products to be seen in other parts of the fair.

The British official stand, of strikingly modern design, consisted of a display of goods sent out by 32 firms, members of four trade associations who had been invited to participate. The four ranges of goods displayed were:

(a) Stationery (nine firms)
(b) Reproduction of paintings (nine firms including the Tate Gallery)
(c) China tableware (eight firms), and
(d) Sports and games (six firms).

The 32 firms concerned took part as newcomers to the Spanish market in search of local representatives and at the time of writing several serious inquiries from potential agents have been received.

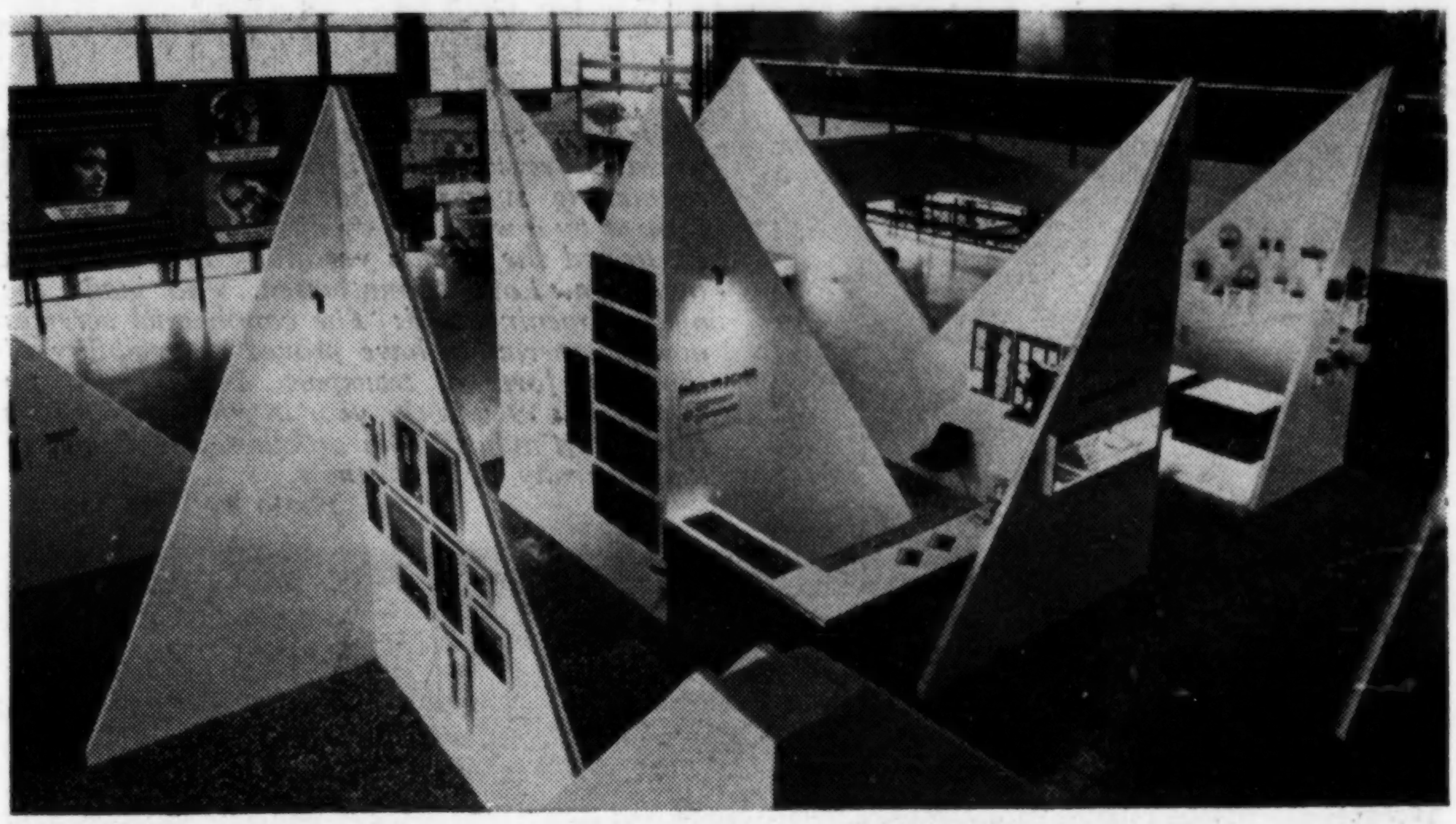
The total number of stands of all kinds rose this year to more than 10,000, as compared with last year's figure of 6,000, the vacant space previously occupied by cars having been avidly filled by exhibitors in other trades.

Apart from the 32 British manufacturers whose goods were on display at our official stand, 196 other British firms were listed as showing their products on the stands of their local agents in widely scattered parts of this vast fairground, but the final figure is likely to be in the region of 280, an advance on our 1965 participation of 240.

However, irrespective of the actual number of British firms taking part, the general impression was that by standards of quality and the value of exhibits, the British contribution was probably higher this year than last and better even than in 1964 when 331 British firms took part.

Amongst the products of high value which were especially worthy of mention were those displayed by the local agents of British manufacturers of the following types of goods: cranes, machine tools, earth-moving vehicles and machinery, tractors, luplicators for offices, money counting machinery, Scotch whisky, toys, bakery equipment, etc.

A press pre-view party was held at the British official stand on May 31, the eve of the opening of the fair. June 14 was 'Great Britain Day', when the British Ambassador, Sir Alan Williams, KCMG, visited stands displaying British goods and completed the tour by visiting the Hong Kong and the British Government stands.



The official British stand at the Barcelona International Samples Fair.

British display firms successful in first 'Euroshop' exhibition at Dusseldorf

A report from the Commercial Section, British Consulate-General, Dusseldorf.

'EUROSHOP 66', also known as the European Exhibition and Congress for Shop Fittings and Display, was held at Dusseldorf from June 11-15, 1966. Although it was the first exhibition of its kind to be held in Germany, it appears to have made an impact throughout the retail trade.

It was officially opened on Saturday, June 11, by the Lord Mayor of Dusseldorf, Herr Becker, in the presence of the Director of the Institute for Self-Service, Dr. Hengstmeier, and other important personalities. The exhibition was organized by the Dusseldorfer Messegesellschaft m.b.H (NOWEA) in conjunction with the Institute for Self-Service at Cologne and its affiliated trade association members. The opening ceremony was attended by HM Consul-General at Dusseldorf, Mr. J. M. Fisher, CMG, and HM Consul (Commercial) Mr. Roy H. Link. During the five days approximately 30,000 visitors attended, of whom 27 per cent were estimated to have come from foreign countries. A total of 333 firms participated, 58 of them from 10 foreign countries. 228 firms exhibited shop fittings and equipment and 105 firms displayed equipment for 25 different types of retail outlets. The products were displayed in five exhibition halls and covered an area of 226,000 sq. ft. The International Congress, entitled 'Modern Shops', with lecturers from Germany, United States, Holland, Sweden, Switzerland and Denmark which was held on four days during the exhibition, was attended by 2,100 visitors.

Great Britain had the strongest foreign representation: of 31 British firms participating, 28 exhibited under the auspices of the National Display Equipment Association of London on four combined stands sponsored by the Board of Trade. The four combined stands occupied an area of 8,000 sq. ft. and were designed by the Central Office of Information.

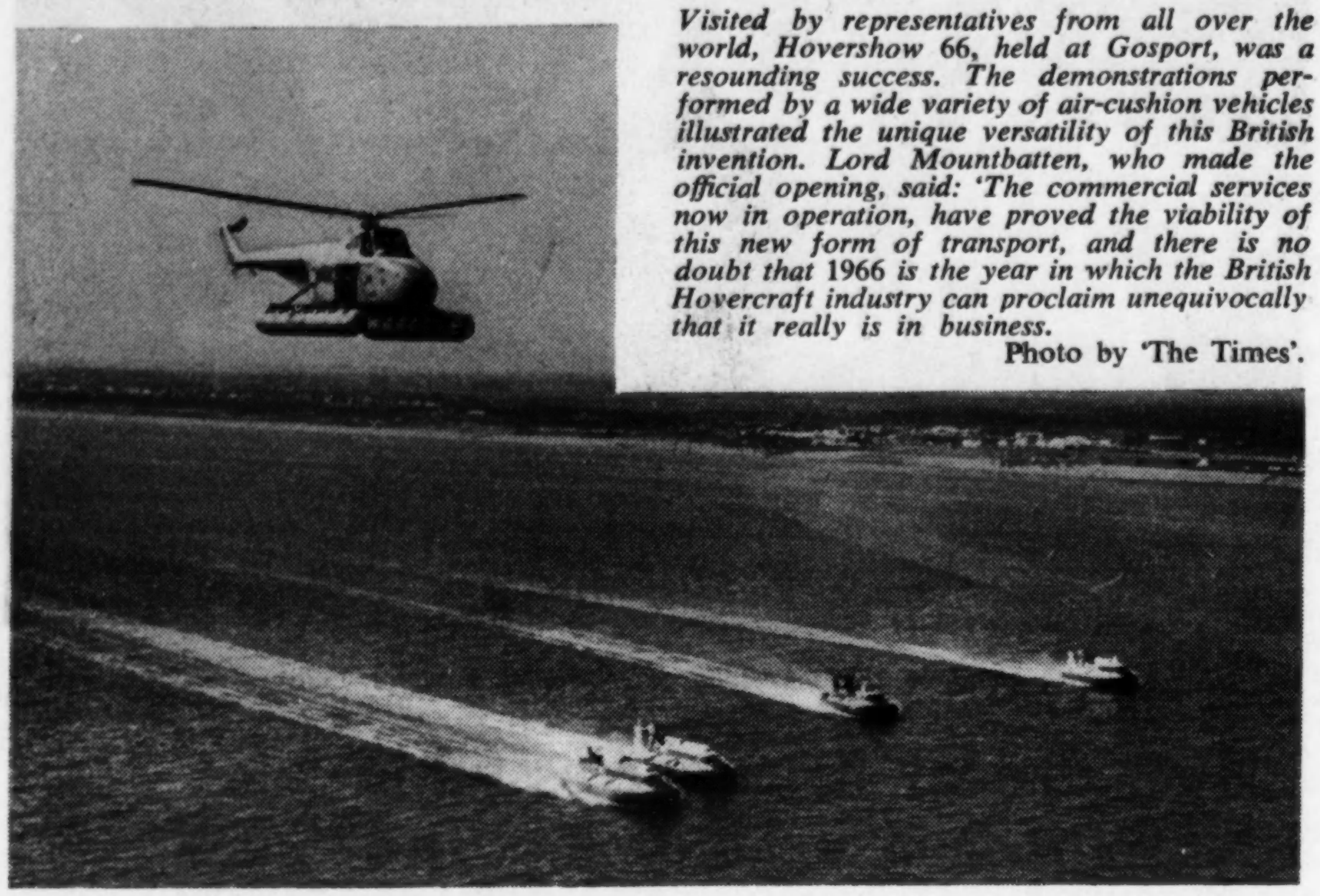
There were some interesting and important developments to be seen, including versatile marionettes, instant lettering and signs, all-purpose types of store fittings and counters, vending machines, printing units, waxen images of mannequins incorporating many novel features, and mechanisms which give increased efficiency of operation. These suggested that display is constantly subjected to trends and influences and that the makers of new lines of equipment and materials are responding to this demand.

The strong British participation in the exhibition reflected the growing interest by British manufacturers in promoting export sales of their products. The British firms had selected their exhibits with care and it was encouraging to them to find that their stands were attended not only by German visitors, but by a considerable number of visitors from other parts of the world. Many firms found agents not just in Germany but in other EEC and EFTA countries. A number of firms concluded orders on their stands, these amounting in total to £25,000, while others reported serious inquiries which they thought would result in £120,000 worth of business. A number were reluctant to forecast, but expressed high hopes of some worthwhile business resulting.

Particular interest was shown in the show card and ticket machines displayed by Masson Seeley Ltd. of London. Display Electrics Ltd. of Hove, Sussex, received numerous inquiries for their animated electrical signs. A firm well introduced to the German market – Dexion Ltd. – reported very good business. Barway Display Services Ltd. of London were also satisfied with the inquiries received for their display dolls, as were Adel Rootstein (Overseas) Ltd., who did extremely good business with their mannequins of personalities. A centre of attraction proved to be the Stafford Displays Limited stand which featured display novelties. The independent British exhibitor, Lettercast Ltd. of Bristol, who have recently appointed a distributor in Dusseldorf, likewise booked good orders in Germany and had an inquiry from the Middle East.

Without exception British exhibitors considered participation at 'Euroshop 66' to have been a rewarding first step into the West German market and felt that the exhibition had served its function as a guide to users on the latest lines available from the display equipment and materials manufacturers. Most of them expected to be back in 1968 when the next 'Euroshop' is due to take place.

Hovershow 66–resounding success



Visited by representatives from all over the world, Hovershow 66, held at Gosport, was a resounding success. The demonstrations performed by a wide variety of air-cushion vehicles illustrated the unique versatility of this British invention. Lord Mountbatten, who made the official opening, said: 'The commercial services now in operation, have proved the viability of this new form of transport, and there is no doubt that 1966 is the year in which the British Hovercraft industry can proclaim unequivocally that it really is in business.

Photo by 'The Times'.

Canadian businessmen briefed on Toronto Week

MORE THAN 200 importers, wholesalers and agents in Toronto were last week told of the campaign under way to promote the British Week in Toronto (October 12-21, 1967). The guests, buyers of consumer goods, many of whom already deal with British manufacturers, heard how the promotion, planned to be the biggest of its kind, and the first to be staged on the North American Continent, would emphasize a concentrated effort to reduce Britain's trading deficit with Canada.

The organizers of the week are the Board of Trade in co-operation with the Committee for Exports to Canada (CECAN) and the British Government Office in Toronto in association with the British Canadian Trade Association.

In addition to speeches by Sir Ralph Perring, vice-chairman of CECAN and chairman of the London Steering Committee of the Toronto Week, and Mr. Raymond Jones, director of the Week, films of the British weeks in Copenhagen and Milan were shown.

Sir Ralph said that the Week would be the final event in a three-pronged attack on the Canadian market next year. The other two were the British participation in the National Industrial Production Show next May when British machinery would fill the 100,000 square feet space of the Toronto Automotive Building and a special exhibition of British industrial and consumer products in Vancouver, British Columbia, International Exhibition later in the same month.

Continuing, Sir Ralph said that he put exporters into three classes: 'The strivers – those who are trying to break into the export market and are having some success; the thrivers – those who are doing very well overseas and are really making a go of it; and the thriven – those who have given up all hope of exporting because their goods are in short supply and they couldn't sell to Canada anyway.' A special committee had been set up in London to help 'the strivers and the thrivers'.

Exhibition of English ceramics in Copenhagen

AN EXHIBITION of antique and modern Spode-Copeland china and earthenware is being held at the Museum of Decorative Art in Copenhagen until July 31. This exhibition has been arranged by W. T. Copeland & Sons Ltd., of Stoke-on-Trent, manufacturers of Spode china and earthenware, in conjunction with the British Council. It was first mounted for the recent British Fortnight in Oslo.

The exhibition was formally opened on June 15 by Sir John Henniker-Major, the British Ambassador. Following this, a colour film showing the manufacture of Spode china and earthenware was shown and this was greatly appreciated.

This exhibition demonstrates the basis for the tradition of Spode-Copeland patterns produced today. It reflects the tastes of over 200 years and illustrates the fine artistic development which took place in North Staffordshire. It shows how a small number of people in such isolated circumstances developed this high artistic ability amongst themselves and became important exporters of porcelain all over the world. Historically the exhibition shows the development of the formulae for the various different ceramic bodies from earthenware of simple types of coloured body right through decorated earthenware to bone china. Josiah Spode is famed for having developed the underglaze blue print for which North Staffordshire is famous and the correct formula for bone china which soon became the standard porcelain body in use throughout England.

Visitors to the exhibition are shown many links between the productions of the past and those of the present. They will notice the high standard of quality of the present-day productions in particular. It has been pointed out that the tradition of the Spode-Copeland factory is not only in reproducing the patterns of the past in the same way they were produced 150 years ago but in leadership within the industry, constantly pioneering in the development of techniques and in the introduction of new designs.

Scandinavian Piece-goods Fair

THE vitality and export-mindedness of Britain's piece-goods industry was once again clearly demonstrated at the first Scandinavian Piece-goods Fair, Nord Stof, held in Copenhagen's new Bella Centre from May 24 to 27. British Manufacturers dominated this Fair and the outstanding exhibit was the joint venture stand sponsored by the Textile Promotion Consultative Committee and the Board of Trade. On this stand, which drew admiring comments from all who saw it, 24 firms showed a range of fine fabrics in cotton, lace, silk, wool and synthetics admirably illustrating the range and versatility of British piece-goods manufacturers, while in the information area of the stand a further 62 firms had sample lengths of their material available for inspection. In addition two British firms exhibited independently and the publishers of a range of British textile magazines were present on the main stand.

Admission to the Fair was restricted to the Trade only and the general public were excluded so as to allow the exhibitors to concentrate on hard selling. Mrs. Krag, the wife of the Danish Prime Minister, who kindly agreed to be the sponsor of the Exhibition, paid a visit to the Fair during which she spent some time at the British stands and chose a length of British woollen dress material.

Following as it did on the heels of the recent successful British Carpet Exhibition in Copenhagen the very large participation by British Manufacturers at Nord Stof served to emphasize even further that Britain's textile industry is able to supply what the Danes and other Scandinavians want and so far as the Danish market is concerned is determined to follow up hard on the success achieved during British Week in 1964.

Agricultural census centenary exhibition

TO MARK the centenary of the Agricultural Census, a small exhibition has been held from June 20 to 24 in Conference Room A (West Block) at the Ministry of Agriculture, Fisheries and Food, Whitehall Place, S.W.1.

Wedgwood
We

Sir Frank Roberts (right), British Ambassador to West Germany, visited the stand of August Warnecke, Wedgwood's agents in Germany, on the opening day of the Hanover Fair. He is seen here with Herr August Warnecke.

Overseas Trade and Exports

Australia and Britain: eight years of change – and unchange

By F. B. Arnold, CMG, OBE, Retiring Minister (Commercial), Canberra

More than 140 representatives of all branches of industry attended a farewell luncheon to Mr. F. B. Arnold*, the retiring Minister (Commercial) in the British High Commission, at the Hotel Australia, Sydney, on May 31. The luncheon was organized by the Australian British Trade Association with which Mr. Arnold was closely associated during his eight years in the High Commission.

In his speech Mr. Arnold said:

EIGHT YEARS AGO today my family and I saw Australia for the first time. In 24 hours we had moved from Karachi at the height of the hot weather to Canberra at the beginning of winter. The change – to put it mildly – was bracing. We have found Australia bracing ever since. A few weeks later I happened to sit next to Sir Garfield Barwick at breakfast in a Melbourne club. When I told him I had been eight years in my last job in Pakistan and hoped with luck to have the same length of stay here, he said: 'I think you will find them eight exciting years in Australia's history.' And so it has turned out.

The Australia of today presents some striking contrasts with that of 1958 – changes in the Australian scene, and changes in her commercial relations with other countries, including Britain. So may I take as the theme for these farewell remarks – 'Australia and Britain – Eight Years of Change'. And since there are some things which have changed less than is sometimes supposed, may I add a new word to the Australian language and qualify the title to 'Eight Years of Change – and Unchange'.

First, the changes within Australia. These can be summed up in one headline – the dramatic growth of the Australian economy.

Australia's growth

How does one measure growth? One indication is the number of sleepless nights I have spent in the Union Club listening to Sydney's skyline being pulled down and re-built many storeys higher. However, there are other, more comprehensive indicators. One which has a particular appeal to a British Trade Commissioner is Australia's imports. When I arrived here those imports were running at $A1,550 million a year†. Last year the figure was $A2,900 million – an increase of 90 per cent. This is a remarkable rise by any standard. Britain is the world's second largest importing nation. Over the same period Britain's imports rose by 40 per cent. Even this got us into some difficulty – you will remember a little matter of an import surcharge. How then has Australia been able to manage it?

It has been managed in the first place by greatly increasing exports – over eight years these have risen by $A900 million a year. And in the second, by a much higher rate of capital inflow, where private investment from overseas has risen by $A300 million a year. These two developments reflect, of course, a massive increase in Australian production, and a massive vote of confidence in Australia's future by the investor overseas.

These then have been three of the great growth sectors in the Australian economy – imports, exports and overseas investment. There are others closely interwoven with them: the expansion of

From left: Mr. Arnold (at the microphone), Mr. Stratton, NSW chairman of the ABTA, and Mr. J. B. Fuller, who represented Mr. R. Askin, the Prime Minister of New South Wales

* A knighthood was awarded to Mr. Arnold in HM the Queen's Birthday Honours List.

† Average of 1956-57, 1957-58 and 1958-59 to even out abnormal fluctuations.

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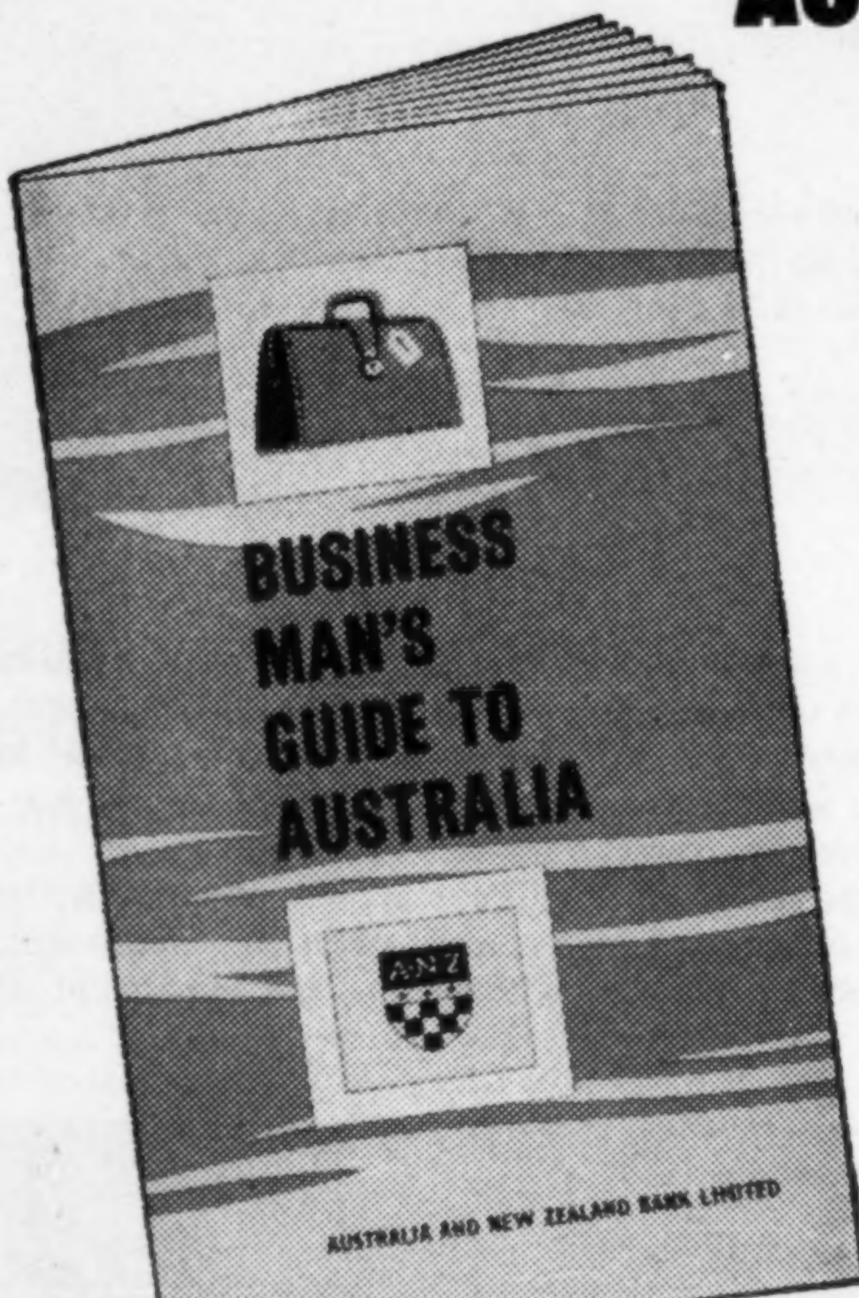
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manufacturing industry; the rise in population from under 10 million to 11½ million – a growth rate unique for a country of Western standards; and perhaps most dramatic of all, the dawn of a new era in mineral discovery. Names which are now household words – Wiepa, Moonie, Pilbarra – eight years ago were largely or wholly unknown.

Changed (and unchanged) relations with Britain

That then is my impression of the changes within Australia. As forecast by Sir Garfield Barwick, they have been years of vigorous, exciting growth – and growth not only in my own field of trade and economics but, if I may say so, in all the attributes of a powerful nation in the modern world. And now what of the changes in Australia's relations with that world, and more particularly, in her relations with Britain?

I think a number of Australians are under the impression that as a trading partner Britain has faded out of the picture – the impression that most exports now go to Japan, and most of the overseas investment comes from the United States. If these are the facts, then we should realistically face them. If they are myths, they should be exploded. Because relations between our two countries should not be based on illusions. What *are* the facts?

The *first* fact is that in this greatly expanded Australian economy Britain does not occupy the same dominating position she held in 1958. No one country does. Expansion has meant diversification. But the *second* fact is that throughout these years Britain has continued to hold the *leading* position, and still holds it today. For example: —

(1) **Exports.** Two years ago it was widely stated that we had lost our place as your largest customer. The statement was wrong. The year ended with Britain in the lead by $A25 million. It was still more wrong last year, when Australian exports to all major markets fell away, with one exception – Britain. That year ended with Britain your largest customer by $A75 million.

(2) **Overseas Investment.** Secondly, from where has the overseas capital been coming? Over these eight years $A1,300 million of it from Britain – $A170 million more than from the United States and Canada added together, and nearly equal to that from the whole of the world added together. And the annual rate has nearly doubled.

Gentlemen, these are, I think, contributions to Australia's growth of some importance. There is one more. I mentioned manpower. One half of the population increase has come from migrants, and of these 400,000 – over one half – have been British.

The future

These then are two of the impressions with which I leave: first, Australia's dynamic growth; and second, the part which Britain is playing in that growth. There is also a third—the great and continuing importance of Australia to Britain. This has been demonstrated in my time here by the greatly expanded activities of this Association – summed up in its new, embracing title: 'The Austrialian British Trade Association.' It has been demonstrated by the concerted export drive on which we have all been engaged over the past three years – the British Exhibition and British Weeks, the Australex tour of Britain by my colleague Martin Marshall and his team of Trade Commissioners, and by our regularly arriving Trade Missions. And I may add that these activities are meeting with success. Last year our exports to Australia increased by no less than $A100 million.

One last word. Let it not be thought that recent events – the temporary restraints on investment, and the renewed possibility of our entering the Common Market – are due to any weakening of this interest in Australia – which is vital to us. They are due to the need for Britain to maintain its own economic strength. In the long term that need is, I think, an Australian interest as well as British, and the final thing that cheers me on my way is that I have found that this is also the view of most Australians.

TRADE AND FINANCIAL ARRANGEMENTS

Trade between the United Kingdom and East Germany

On May 13 the Confederation of British Industry announced that agreement between them and the East German Chamber of Foreign Trade had been reached on a revised arrangement for trade between the United Kingdom and East Germany in 1966. Additionally, it was agreed that the revised arrangement should be continued on a *pro-rata* basis until June 30, 1967 pending a review to be held not later than May 1967 of the outcome of trade up till then. Trade facilities for 1967 as a whole would be determined in the light of the review.

The respective authorities of the two parties have agreed to issue the necessary import licences. The value of licences already issued for 1966 will be offset against quotas as revised for the year ending December 31, 1966. The issue of licences under the *pro-rata* arrangement up to June 30, 1967 will commence on January 1, 1967.

The revised quota lists for 1966 are reproduced below for the information of traders.

List A – United Kingdom goods for import into East Germany during the period January 1, 1966, to December 31, 1966 (Revised)

Part I

General facilities up to a value of £13·62 million f.o.b. will be given for exports of United Kingdom goods not contained in Part II of this list and will be given especially for the following types:

Fish meal of United Kingdom origin or manufacture.
China and ball clay.
Chemicals and pharmaceuticals not elsewhere specified, including anti-oxidants, oil additives and lubricants, cable insulating oils and pastes, chlorinated paraffin wax, plasticizer alcohols, silicones, tin oxide, nickel sulphate, nickel oxide, titanium dioxide, sodium perborate, rubber chemicals, spectrographically standardized substances, thermal insulation (85% magnesium, or asbestos or calcium silicate), light magnesium oxide, light magnesium carbonate, essential oils, flavouring essences and dyes for food.
Dyestuffs and pigments.
Printers' inks, paints, varnishes and carbon black.
Plastic materials (other than transparent cellulose film for wrapping and similar purposes) and cellulose acetate flake.
Transparent cellulose film for wrapping and similar purposes.
Cotton yarns.
Man-made fibres and yarns thereof.
Agricultural and industrial tractors and agricultural machinery and parts thereof, road building machinery and other civil engineering equipment not elsewhere specified.
Pulp and paper making machinery.
Textile machinery (including hosiery and knitting machinery).
Printing machinery and machinery and equipment for the graphic arts.
Chemical plant (including pumps, compressors, etc.) and plastic and rubber working machinery.
Radio and television equipment.
Telecommunications equipment.
Machinery for moulding and manipulating glass.
Machinery for making TV tubes, radio valves, electric light bulbs and fluorescent tubes, etc.
Ships' equipment, including chains for ships and ships' gear and other.
Rolls for rolling mills, ball and roller bearings, castings and forgings, and rolling mill equipment.
Industrial and marine engines and motors (including electrical).
Mechanical handling equipment, including cranes and similar equipment.
Industrial trucks and works tractors.
Packaging machinery.
Oil fuel burning equipment.
Tanning and leather machinery (including boot and shoe making machinery).
Other plant, machinery and equipment (and parts therefor) including electric furnace plant, boilers and boilerhouse plant, brick, tile, pottery, and clay-working machinery, commercial and industrial refrigeration equipment, electricity generating and distributing equipment, cement making machinery, office machinery (other than automatic data processing machinery), food machinery and welding equipment.
Sheet, plate, safety, mirror and optical glass and miscellaneous glass for electronic and lighting purposes.
Industrial control valves.
Insulated and galvanized wires and cables.
Aircraft and aircraft equipment, engines and parts.
Automatic data processing machinery and equipment.
Complete factories and plant.
Iron and steel and semi-manufactures thereof.
Non-ferrous metals and semi-manufactures thereof.
Railway carriages and parts.
X-ray and electro-medical equipment.

List A – Part II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Herrings (cured and frozen)	60
2	Herbage seed	40
3	Whisky and other spirits	75
4	Miscellaneous foodstuffs and beverages not elsewhere specified including ketchup and sauces, processed cheese, canned salted nuts, peanut butter, canned and dried soups, preserves, soft drinks, roast coffee, coffee extracts and essences, cocoa powders, chocolate and sugar confectionery, biscuits and cereal breakfast foods, spices of United Kingdom origin or manufacture, white fish, canned fish, cod liver oil, malt	25
5	Breeding animals and birds	p.m.
6	Pressure sensitive (self adhesive) tapes for industrial use	5
7	Toilet preparations	10
8	Leather and leather goods	10
9	Rubber manufactures including thread (covered and uncovered), surgical manufactures and tyres and tubes	100
10	Wood veneers	50
11	Speciality papers, including tea bag paper and coated papers for cigarette tipping	10
12	Woollen fabrics	40
13	Textile manufactures not elsewhere specified including clothing, lace, narrow and wide elastic fabrics and man-made fibre fabrics	60
14	Hard fibre ropes (manilla and sisal), trawl twine (natural and man-made), and nets and netting of natural and man-made fibres	5
15	Mohair yarns	50
16	Carbon products of various kinds	50
17	Refractory goods including crucibles and crusilite	10
18	Hand tools and engineers' small tools	10
19	Machine tools including presses, settle and foil making machines	300
20	Domestic radio and television equipment and gramophones	10
21	Commercial vehicles and parts	500
22	Products of the passenger car, motor cycle and cycle industries (including components, replacement and production parts and accessories) and transport service equipment	30
23	Clocks and watches and instruments and apparatus not elsewhere specified, including photographic apparatus, cinematograph projectors and cameras, optical instruments, electrical instruments (scientific and commercial), industrial, regulating, recording and controlling instruments, precision measuring instruments, petrol and oil metering devices, scientific instruments, other medical and surgical instruments and appliances, electrical testing instruments	350
24	Exposed film	25
25	Pianos (including automatic) and other musical instruments and parts	15
26	Books, periodicals, transfers and gramophone records including language teaching records	75
27	Sports goods and games and toys of all kinds	15
28	Miscellaneous consumer goods not elsewhere specified including the following: Pressure cookers Costume and other jewellery Safety razors and blades Mechanical lighters Sewing machines Office furniture and appliances and stationers' sundries Electric lamps and domestic electrical appliances including refrigerators and washing machines and parts Film, unexposed, photographic paper and X-ray films Cutlery and other domestic hardware	200
	Total	2,130

List B – Imports into the United Kingdom from East Germany, January 1, 1966, to December 31, 1966 (Revised)

Section I

Item No.	Description	Value £'000 f.o.b.
1	Hosiery and knitting machines (including domestic types), other textile machines, including knitting needles, accessories and spares, steaming dummies, machinery for the leather and shoe industry (of which not more than £100,000 for machines for fabric production)	300
2	Sewing machines (domestic and industrial) and parts	125
3	Miscellaneous machinery not elsewhere specified (including machine tools of which not more than £125,000 for any one type of metal working machine tool) subject to type	1,000
4	Agricultural machinery, with or without power drive, including parts and accessories thereof	110
5	Paper converting machinery, printing and allied machinery, book-binding machinery and parts thereof	350
6	Typewriters, calculating machines (including key set calculators), accounting and invoicing machines and book-keeping machines (of which not more than £120,000 for typewriters)	350
7	Photographic and cinematographic apparatus, cameras and equipment, including lenses	450
8	Optical instruments, including lenses and optical elements, refracting telescopes, astronomical instruments, microscopes, optical appliances and instruments, optical surveying instruments. Industrial process measuring and control and scientific instruments. Gauges and measuring instruments of precision, of the types used in engineering machine shops and viewing rooms, including precision drawing, marking-out and mathematical calculating instruments	300
9	Clocks and watches, including electric wrist watches (of which not more than £10,000 for mechanical clocks)	30
10	Hand tools and engineers' small tools, tool boxes, abrasive materials	35
11	Aluminium hollow-ware, cutlery and metal household articles (other than hollow-ware)	30
12	Oil stoves, including spirit and paraffin cookers (subject to type)	5
13	Fittings for leather goods	5
14	Bicycle parts and accessories and accessories for motor vehicles	15
15	Wireless sets and parts (other than valves), radiograms and tape recorders (of which not more than £16,000 for transistorized wireless sets)	80
16	Tyres and tubes	15
17	Motor cars, including commercial vehicles and spare parts	530
18	Wireless valves	40
19	Line telecommunication equipment	20
20	Domestic electrical and heating apparatus (including washing machines), electric light fittings (excluding lamp bulbs and tubes) (of which not more than £20,000 for electric light fittings)	40
21	Leather goods and similar goods made of synthetic or other artificial materials and travel goods, including rucksacks and evening bags	105
22	Fitted picnic baskets, sports goods and camping goods, tents and sleeping bags (of which not more than £7,500 for tents and sleeping bags made wholly or mainly of cotton, not more than £25,000 for sports goods and camping other than tents and sleeping bags and not more than £7,500 for fishing tackle)	40
23	Sports boats, including outboard motors	60
24	Sporting guns (including spare parts)	15
25	Educational appliances (subject to type)	15
26	Table decorations	15
27	Artificial flowers, foliage or fruit (of which not more than £25,000 for items of textile materials)	55
28	Soap, candles and cosmetics	10

Quota No.	Description	Value £'000 c.i.f.
29	Domestic woodware, including hand-carved woodware and furniture	300
30	Brooms and brushes	70
31	Toys (including musical toys, dolls' prams and children's scooters)	95
32	Christmas tree decorations	35
33	Musical instruments, parts and accessories (of which not more than £15,000 for pianos and harmoniums)	220
34	Prams	20
35	Plastic household articles	25
36	Fancy goods and imitation jewellery (not elsewhere specified)	55
37	Technical porcelain goods	10
38	Table and fancy pottery (of which not more than £65,000 for ornamental ware)	120
39	Household glass, other than Christmas tree decorations (of which not more than £20,000 for glassware decorated by gold enamelling, cutting, etching, engraving or intaglio)	70
40	Illuminating glassware and glass for industrial purposes (of which not more than £6,000 for glass for electric lighting)	25
41	Barometers and thermometers (excluding clinical thermometers)	5
42	Apparel not elsewhere specified, excluding footwear but including made-up furs, track suits and underwear (of which not more than £35,000 for apparel wholly or mainly of cotton)	55
43	Stockings and socks	40
44	Gloves	10
45	Blankets and travel rugs (of which not more than £10,000 for those made of cotton and/or man-made fibres)	20
46	Piece-goods of wool or of wool and man-made fibres containing not less than 50% by weight of wool fibres	65
47	Linen goods (excluding towels and towelling)	5
48	Lace	10
49	Trimmings other than lace	10
50	Carpets (of which not more than £30,000 for carpets of materials other than wool or animal hair)	320
51	Paper and board and manufactures thereof (other than paper stationery)	30
52	Stationery including calendars, beer mats, stamped and embossed articles, playing cards, carnival articles and pencils	20
53	Books and periodicals, stamp albums and art prints	150
54	Films, exposed	20
55	Films unexposed, photographic paper and X-ray films	30
56	Chemicals including pharmaceutical chemicals and plastic materials (subject to type)	600
57	Kainit	160
58	Paraffin wax	220
59	Grass seeds, all sorts, subject to quality control	40
60	Various foodstuffs, including biscuits, sweets, alcoholic liquors, spirits and beers, mustard, soups, preserved fruits and vegetables (subject to type)	50
61	Miscellaneous (subject to type)	200
	Total	7,250

Section II

The following figures represent targets which may or may not be reached or surpassed, but imply no binding obligations on either side:

Muriate of potash	£3·5 million
Various goods included in the United Kingdom OGL List	£5·0 million

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Morocco and Portugal

THE MOROCCAN *Bulletin Officiel* of May 18, 1966 announced the renewal, for a further year from May 1, 1966, of the trade agreement of 1961 between Morocco and Portugal. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81) quoting reference CRE 5863/G.

Morocco and Pakistan

THE MOROCCAN *Bulletin Officiel* of May 18, 1966, announced the renewal, for a further year from April 20, 1966, of the trade agreement of 1962 between Morocco and Pakistan. Quota lists under the agreement remain unchanged but no quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81) quoting reference CRE 5860/G.

Yugoslavia and USSR

A LONG-TERM TRADE agreement between Yugoslavia and the USSR over the five years between 1966 and 1970 was signed in Belgrade on May 19, 1966.

It is envisaged that total trade exchanges under the agreement over the next five years will amount to 2,600 million United States dollars. This would show an increase in terms of value of some two and a half times the amount of trade conducted in the previous five years, 1961 to 1965.

The agreement provides for Yugoslav exports to the Soviet Union of ships, electrical products, equipment for the food processing and technical industries, steel sections and other equipment, bauxite, lead, rolled copper and brass, cables, artificial fertilizers and chemicals for plant protection, tobacco, knitwear, footwear and furniture, and for Soviet exports to Yugoslavia of metal working machines, machine tools, hydraulic hammers and presses, mining and building equipment, agricultural machinery, passenger cars and other equipment, oil, coking coal, petroleum by-products, asbestos, pig iron, iron and steel rolled products, aluminium, chemical products, artificial fertilizers, synthetic rubber, cotton and other goods.

All inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2339), quoting reference CRE 5515/2/G.

Members of a party of 30 Dutch and Belgian Shoe Manufacturers visited the Stafford works of Vik Supplies Ltd., the Evode Group specialist manufacturers of materials and components for the shoe industry, on May 24. The visitors are seen here during a practical demonstration of Vik's Printapuff Process in which the toe cap stiffening is applied to the underside of the leather in the form of an adhesive plastic film.

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West End Foreign Branch, 1 Pall Mall East, SW1
Other Foreign Branches at: Birmingham, Bradford, Bristol, Cardiff, Ipswich, Liverpool, Luton, Manchester, Newcastle upon Tyne, Nottingham, Reading, Southampton

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(117/66) Bookbinding Materials for Commonwealth Stores Supply and Tender Board. July 14. E.S.B. 22901/66.*

Co-ordinator-General's Department of Queensland:

(117/66) Bridge Construction. September 5. E.S.B. 22285/66.

(117/66) Fire Hose for Department of Works. July 5. E.S.B. 22588/66.*

(118/66) Transformers for Electricity Commission of New South Wales. August 22. E.S.B. 22974/66.*

(117/66) Transformers for Mackay Regional Electricity Board. July 12. E.S.B. 22586/66.*

(112/66) Generating Unit for South Australian Public Buildings Department. July 12. E.S.B. 22202/66.

(117/66) Diesel Engine for South Australian Railways. August 2. E.S.B. 23216/66.

(112/66) Control and Monitoring System for State Electricity Commission of Victoria. August 1. E.S.B. 21972/66.*

State Electricity Commission of Western Australia:

(113/66) Transformers. July 7. E.S.B. 21653/66.*

(113/66) Circuit Breakers and Transformers. July 28. E.S.B. 21654/66.*

(116/66) Transformers for Townsville Regional Electricity Board. August 3. E.S.B. 22589/66.

BECHUANALAND

(116/66) Telephone Equipment for Central Tender Board. July 15. E.S.B. 22528/66.*

BURMA

Myanma Export Import Corporation:

(112/66) Rectifier Equipment. July 27. E.S.B. 21924/66.*

(112/66) Pipes and Fittings. July 27. E.S.B. 21928/66.*

(112/66) Rolling Stock Wheels and Tyres. August 3. E.S.B. 21925/66.*

(112/66) Rolling Stock Tyres. August 3. E.S.B. 21926/66.*

(112/66) Plan Printing and Copying Machine. July 13. E.S.B. 22204/66.*

(117/66) Tyres and Tubes; Batteries. July 30. E.S.B. 23202/66.*

(117/66) Spares for Pressure Control Valve. July 31. E.S.B. 22975/66.*

(117/66) Spares for Hydro-Pneumatic Accumulator. July 31. E.S.B. 22976/66.*

(117/66) Diesel Engine Spares. July 31. E.S.B. 22977/66.*

(117/66) Petrol Engine Components. July 31. E.S.B. 22978/66.*

(117/66) Engine Spares. July 31. E.S.B. 22979/56.*

(118/66) M.S. Angle. July 20. E.S.B. 23217/66.*

(118/66) Metals. July 20. E.S.B. 23213/66.*

(118/66) Wool. July 20. E.S.B. 23212/66.*

(117/66) Lubricating Oils and Greases for Peoples Oil Industry. July 15. E.S.B. 23201/66.*

Union of Burma Railway Board:

(112/66) Workshop Equipment. July 27. E.S.B. 21923/66.*

(112/66) Railway Tyres, Wheels and Axles. August 10. E.S.B. 21927/66.*

CEYLON

(117/66) Tractors and Equipment for River Valleys Development Board. July 15. E.S.B. 22955/66.*

COLOMBIA

(117/66) Railway Platform Wagons for Empresa Puertos de Colombia. July 21. E.S.B. 22934/66.

ETHIOPIA

Ethiopian Electric Light and Power Authority:

(112/66) Transformers. July 13. E.S.B. 21987/66.*

(113/66) Generating Sets. (Advance Information.) E.S.B. 22225/66.

(117/66) Telecommuncation Equipment for Imperial Board of Telecommunications. July 15. E.S.B. 22980/66.

FORMOSA

Central Trust of China:

(113/66) Transmission Test Equipment. July 8. E.S.B. 22258/66.*

(113/66) Testing Equipment. July 11. E.S.B. 22259/66.*

(113/66) Stainless Steel Shafting. July 12. E.S.B. 22264/66.*

(113/66) Bead Catalyst. July 9. E.S.B. 22265/66.*

(115/66) Relays. July 7. E.S.B. 22256/66.*

(115/66) Flame Planer. July 11. E.S.B. 22260/66.*

(115/66) Overhead Line Clamps. July 7. E.S.B. 22261/66.*

(115/66) Medical Equipment. July 8. E.S.B. 22252/66.*

(115/66) Temperature Adjusting Indicator. July 8. E.S.B. 22253/66.*

(115/66) Steel Sheets. July 11. E.S.B. 22263/66.*

(115/66) Railway Equipment. July 8. E.S.B. 22254/66.*

(115/66) Laboratory Equipment, Chemicals etc. July 7. E.S.B. 22250/66.*

(117/66) Steel Bars. July 8. E.S.B. 22594/66.*

(117/66) Cloud and Pour Unit. July 9. E.S.B. 22595/66.*

(117/66) Telephone Equipment. July 18. E.S.B. 22596/66.*

(117/66) Potassium Carbonate. July 15. E.S.B. 22597/66.*

(117/66) Electrical Accessories and Tools. July 15. E.S.B. 22600/66.*

(117/66) Ferro-Chromium. July 11. E.S.B. 22941/66.*

(117/66) Telegraph Equipment. July 15. E.S.B. 22937/66.*

(117/66) Packing. July 12. E.S.B. 22918/66.*

(117/66) Silicon and Alloy Ingots. July 11. E.S.B. 22940/66.*

(117/66) Perlite. July 14. E.S.B. 22919/66.*

(117/66) Wire Cloth. July 12. E.S.B. 22916/66.*

(117/66) Water Softening Agent. July 12. E.S.B. 22921/66.*

(117/66) Nickel Metal. July 11. E.S.B. 22942/66.*

(117/66) Steel Sheet Piling and Accessories. July 11. E.S.B. 22944/66.*

(117/66) Brake Horse Power Tester. July 11. E.S.B. 22939/66.*

(117/66) Railway Cars and Cycles. July 11. E.S.B. 22936/66.*

(117/66) Machine Spares. July 11. E.S.B. 22935/66.*

(117/66) Telecommunication Equipment. July 12. E.S.B. 22922/66.*

(117/66) Varnish. July 11. E.S.B. 22920/66.*

(117/66) Bearings and Associated Components. July 16. E.S.B. 22598/66.*

(117/66) Hose. July 16. E.S.B. 22599/66.*

(117/66) Laboratory Apparatus. July 20. E.S.B. 22912/66.*

(117/66) Refinery Equipment. July 19. E.S.B. 22914/66.*

(117/66) Crown Cork Spotting Machine. July 8. E.S.B. 22915/66.*

(117/66) Ferro-Molybdenum. July 12. E.S.B. 22917/66.

GERMANY, FEDERAL REPUBLIC OF

NATO Infrastructure Contract:

(117/66) Construction of a NATO Facility for German Government. Apply by July 15. G.D. 1399/66.

GREECE

(116/66) Anaesthetic Equipment for Institute of Social Insurance. July 12. E.S.B. 22502/66.*

Ministry of Commerce:

(115/66) Wall Clocks. July 11. E.S.B. 22280/66.*

(115/66) Crane. July 22. E.S.B. 22279/66.*

(116/66) Machine Tools. July 8. E.S.B. 22282/66.*

(116/66) Wagon Loading Vehicle. July 6. E.S.B. 22281/66.*

(116/66) Chernikeeff Log; Electro and Oxy-acetylene Welding Sets. July 11. E.S.B. 22283/66.*

INDIA

Atomic Energy Establishment, Trombay:

(117/66) Degreaser Plant. July 26. E.S.B. 22965/66.

(118/66) Arc Welding Set. July 5. E.S.B. 22963/66.

(116/66) Metering and Telemeteringf Equipment for Calcutta Electricity Supply Corporation Ltd. August 31. E.S.B. 22503/66.

(112/66) Steel Towers for Damodar Valley Corporation. (Further Information.) Closing date extended to July 14. E.S.B. 18056/66.*

(115/66) Earth Moving Electrical, Concrete and Miscellaneous Equipment for Government of Andhra Pradesh. July 12 and 19. E.S.B. 22275/66.

Hindustan Aeronautics Ltd.:

(116/66) Electric Dril and Accessories. July 18. E.S.B. 22511/66.

(116/66) Jig Boring Machine and Accessories. July 18. E.S.B. 22509/66.

(116/66) Laboratory Equipment. July 18. E.S.B. 22507/66.

(116/66) Sheet Levelling Machine. July 18. E.S.B. 22508/66.

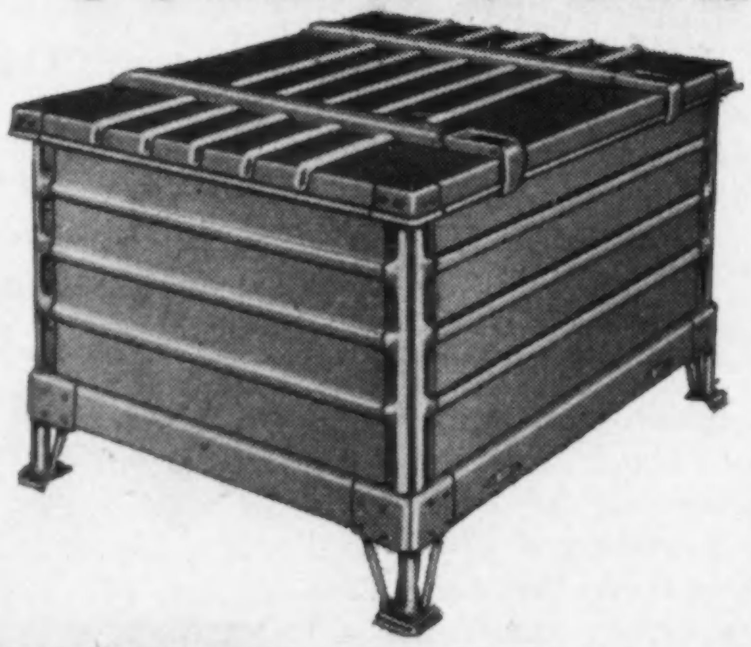
(116/66) Tap Disintegrator. July 18. E.S.B. 22510/66.

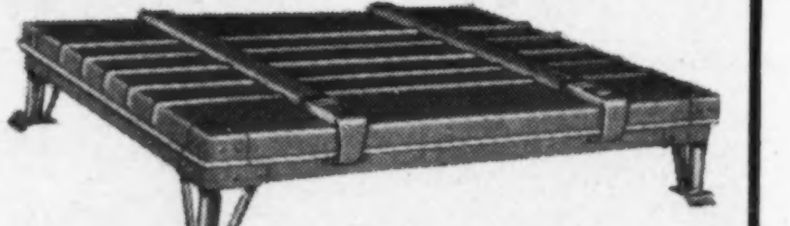
(116/66) Transformer Oil Cleaning Plant for Kerala State Electricity Board. July 15. E.S.B. 22504/66.

(112/66) Steel Lining of Tunnel for Maharashtra Government. July 16. E.S.B. 21953/66.

(116/66) Booster Fans for Singareni Collieries Co. Ltd. July 14. E.S.B. 22506/66.

(*Continued on page* 1437)





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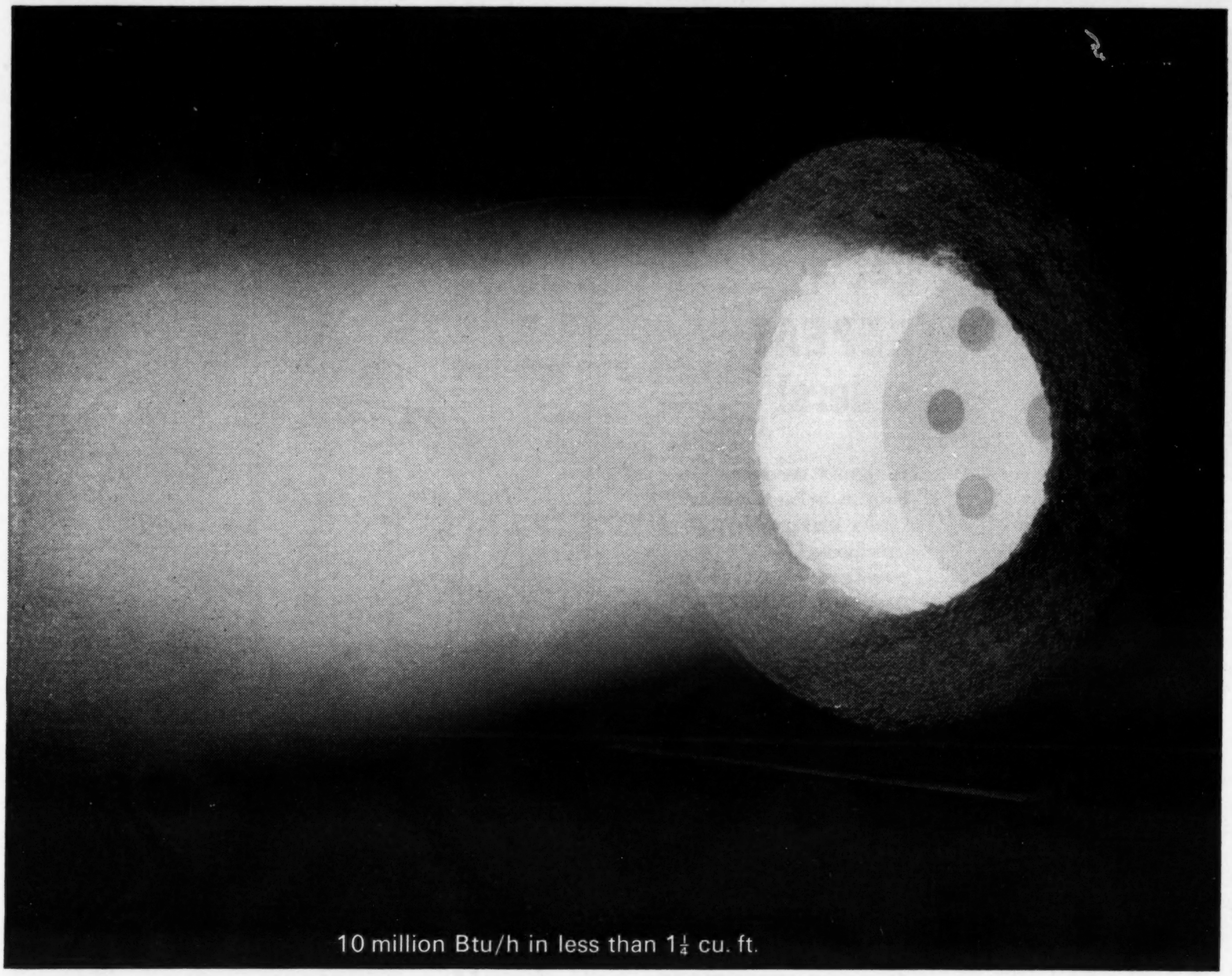

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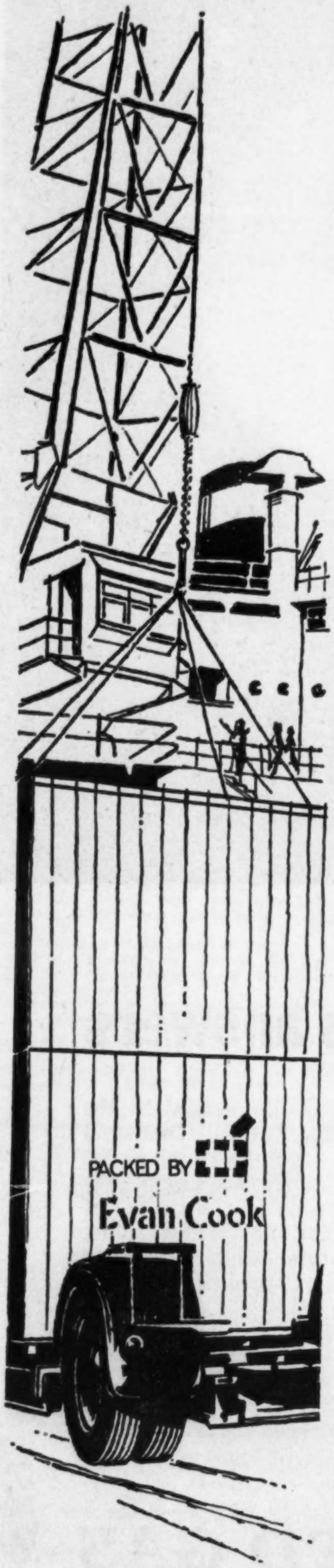
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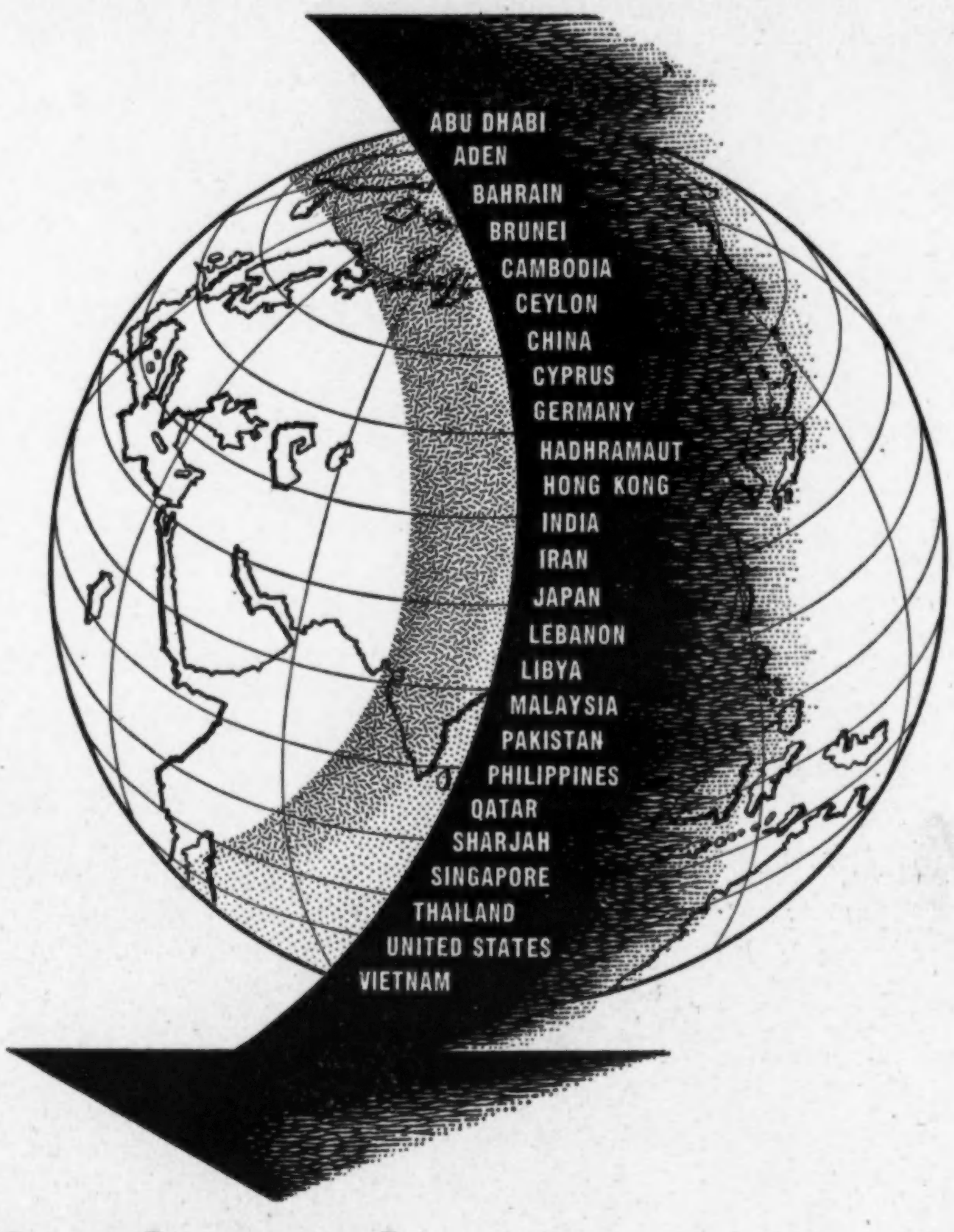
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(118/66) Gas Holder for Oriental Gas Company's Undertaking of West Bengal. August 2. E.S.B. 22999/66.

Supplies and Disposals Directorate:

(115/66) Zinc. July 29. E.S.B. 22525/66.

(115/66) Tin Ingots. July 28. E.S.B. 22526/66.

(116/66) Fluid Analysis Unit for the United Nations. July 11. E.S.B. 22284/66.*

IRAN

(112/66) Fertilizers for Bongah Shimiai. August 11. E.S.B. 21954/66.*

(113/66) Ironware for Iranian State Railways. (Further Information.) Tender documents and specifications now available. E.S.B. 19679/66.*

Iranian Tobacco Monopoly:

(113/66) Paper. August 24. E.S.B. 22249/66.*

(117/66) Insecticides. August 27. E.S.B. 22576/66.*

Steel Corporation of Iran:

(112/66) Dried Milk. August 13. E.S.B. 21631/66.*

(116/66) Drill Bits. (Further Information.) Tender documents now available. E.S.B. 21664/66.*

IRAQ

(116/66) Heat Exchanger Tubes for Government Oil Refineries Administration. July 9. E.S.B. 22554/66.

(116/66) GI Pipes for Iraqi Ports Administration. July 7. E.S.B. 22556/66.

(117/66) Petrol Pumps for Administration of Distribution of Oil Products. (Further Information.) Tender documens now available. E.S.B. 21602/66.*

Central Foreign Purchasing Board:

(116/66) Aircraft Tractor. (Further Information.) Tender documents now available. E.S.B. 21603/66.*

(116/66) Timber. (Further Information.) Tender documents now available. E.S.B. 21604/66.*

(116/66) Films. (Further Information.) Tender documents now available. E.S.B. 21605/66.*

(116/66) Electric Lamps. (Further Information.) Tender documents now available. E.S.B. 21606/66.*

(116/66) Video Tape Recorder Spare Parts. (Further Information.) Tender documents now available. E.S.B. 21607/66.*

Ministry of Defence:

(116/66) Chemicals. July 23. E.S.B. 22552/66.*

(116/66) Water Bottles. (Further Information.) Tender documents now available. E.S.B. 21379/66.*

(116/66) Electric Lanterns. (Further Information.) Tender documents now available. E.S.B. 21380/66.*

(116/66) Concrete Mixers. July 26. E.S.B. 22545/66.*

(116/66) Generating Sets. July 30. E.S.B. 22546/66.*

(117/66) Anchors. August 2. E.S.B. 22573/66.

(117/66) Crawler Mounted Paver. July 26. E.S.B. 22544/66.*

(117/66) Trucks. July 26. E.S.B. 22543/66.*

(117/66) Road Rollers. July 26. E.S.B. 22542/66.*

(117/66) Life Jackets. July 30. E.S.B. 22561/66.

(117/66) Paint. July 30. E.S.B. 22562/66.

(117/66) Sledge Hammers. July 30. E.S.B. 22563/66.

(117/66) Wood Augers. August 2. E.S.B. 22566/66.

(117/66) Scaffolding. July 30. E.S.B. 22557/66.

(117/66) Hand Spikes. July 30. E.S.B. 22564/66.

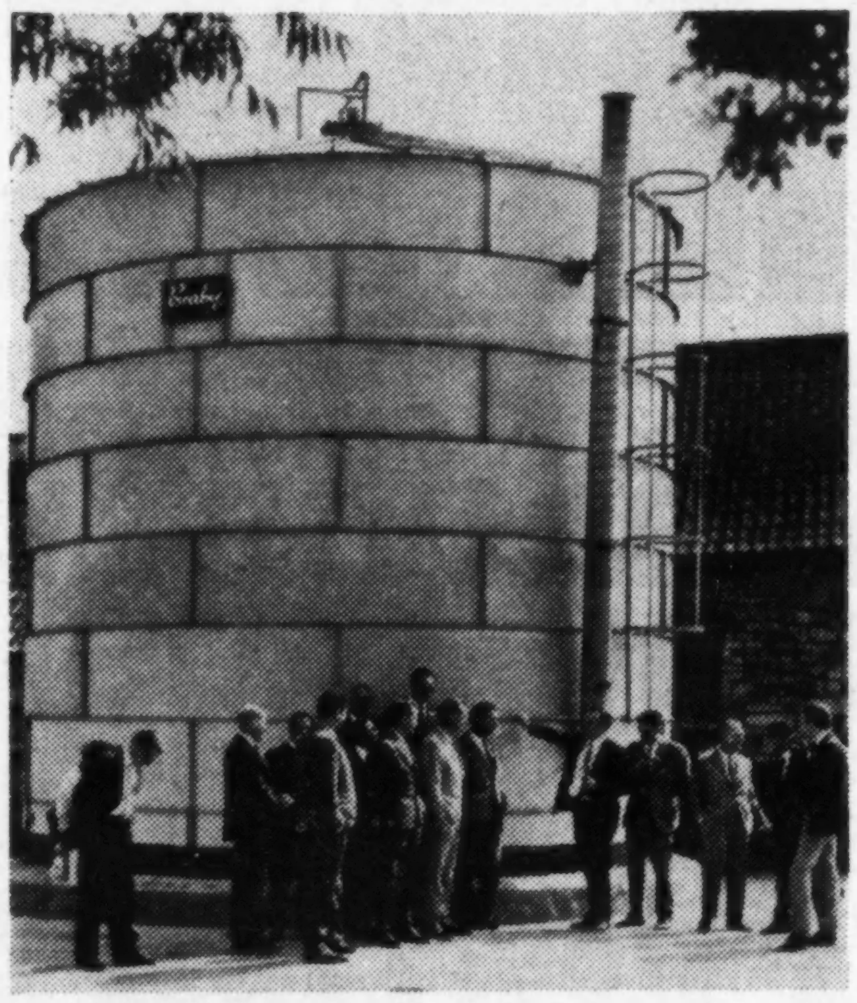
(117/66) Steel Wire Rope. August 2. E.S.B. 22572/66.

(117/66) Sieve Analysis Equipment. August 2. E.S.B. 22574/66.

(117/66) Crowbars. July 30. E.S.B. 22592/66.

(117/66) Wheel Loaders. July 26. E.S.B. 22539/66.*

(117/66) Loaders. July 26. E.S.B. 22540/66.*



Mr. George Forster, sales manager of the Agricultural Division of The Braby of Britain Group, explains some of the features of a 142-ton moisture silo to members of a Spanish agricultural buying mission on a 10 days tour of this country. The party includes four branch presidents of a national farming organization representing 250,000 members.

(117/66) Road Rollers. July 26. E.S.B. 22541/66.*

(117/66) Khaki Drill Helmets. July 30. E.S.B. 22550/66.*

(117/66) Medals and Ribbons. July 26. E.S.B. 22549/66.*

(117/66) Canvas. August 1. E.S.B. 22548/66.*

(117/66) Generating Sets. July 30. E.S.B. 22547/66.*

(118/66) Linen Tape. July 30. E.S.B. 22560/66.

(117/66) Laboratory and Equipment for Ministry of Works and Muncipalities. July 24. E.S.B. 22553/66.*

(116/66) Storage Tanks for Oil Planning and Construction Administration. July 30. E.S.B. 22555/66.

IRISH REPUBLIC

(117/66) Fluoridation Plant for Longford County Council. July 19. E.S.B. 23000/66.

JAPAN

(117/66) Bridge Construction for Tokyo Expressway Public Corporation. (Pre-qualification.) Apply by July 16. E.S.B. 22577/66.*

JORDAN

(113/66) Refinery Expansion Project for Jordan Petroleum Refinery Co. Ltd. (Further Information.) E.S.B. 31219/65.

(113/66) Electro-Mechanical Equipment for Jordan River and Tributaries Regional Corporation. (Further Information.) Closing date postponed to July 16. Tender documents still available. E.S.B. 34514/65.*

(113/66) Road Works for Ministry of Communications. August 1. E.S.B. 22215/66.

KENYA

(112/66) Railway Equipment for East African Railways and Harbours. Apply by July 15. E.S.B. 22246/66.

KOREA

Office of Supply:

(113/66) Textile Machinery. July 8. E.S.B. 22226/66.*

(115/66) Miscellaneous Equipment. July 12. E.S.B. 22286/66.*

MALAGASY REPUBLIC

(116/66) Hospital Equipment for Pharmacie Centrale D'Approvisionnement. (Further Information.) Tender documents now available. E.S.B. 21581/66.*

MALTA

Directorate of Contracts:

(115/66) PVC Ducts. July 13. E.S.B. 22287/66.*

(113/66) Fumigators. July 6. E.S.B. 22245/66.*

(113/66) Invalid Chairs. July 6. E.S.B. 22247/66.*

NEW ZEALAND

General Post Office:

(112/66) Electrical Equipment. July 12. E.S.B. 21983/66.*

(112/66) Electronic Test Instruments. July 8. E.S.B. 21984/66.*

(113/66) Clocks. July 8. E.S.B. 22243/66.*

(113/66) Telephone Cords and Cordage. July 13. E.S.B. 22244/66.*

(117/66) Coach Screws. July 20. E.S.B. 22904/66.*

(117/66) Diodes. July 15. E.S.B. 22905/66.*

(117/66) Hand Tools. July 22. E.S.B. 22906/66.*

(117/66) Tapes. July 14. E.S.B. 22907/66.*

Ministry of Works:

(112/66) Cotton Sheeting etc. July 15. E.S.B. 21981/66.*

(112/66) Towels and Face Cloths. July 12. E.S.B. 21982/66.*

(117/66) Flannelette. July 15. E.S.B. 22908/66.*

(117/66) Winceyette. July 8. E.S.B. 22927/66.*

(117/66) Fabrics. July 6. E.S.B. 22928/66.*

(117/66) Mobile Crane for New Zealand Railways. July 13. E.S.B. 22923/66.*

(112/66) Generator for Whangarei City Council. July 11. E.S.B. 21965/66.*

NICARAGUA

(113/66) Road Construction for Ministry of Development and Public Works. July 6. E.S.B. 22223/66.

NIGERIA

(117/66) School Construction for University of Lagos. (Further Information.) August 1. E.S.B. 9070/66.

PAKISTAN

(112/66) Railway Breakdown Cranes for East Pakistan Railway Board. August 8. E.S.B. 21957/66.

PARAGUAY

(112/66) Municipal Vehicles for Municipality of Asuncion. July 26. E.S.B. 22201/66.*

PERU

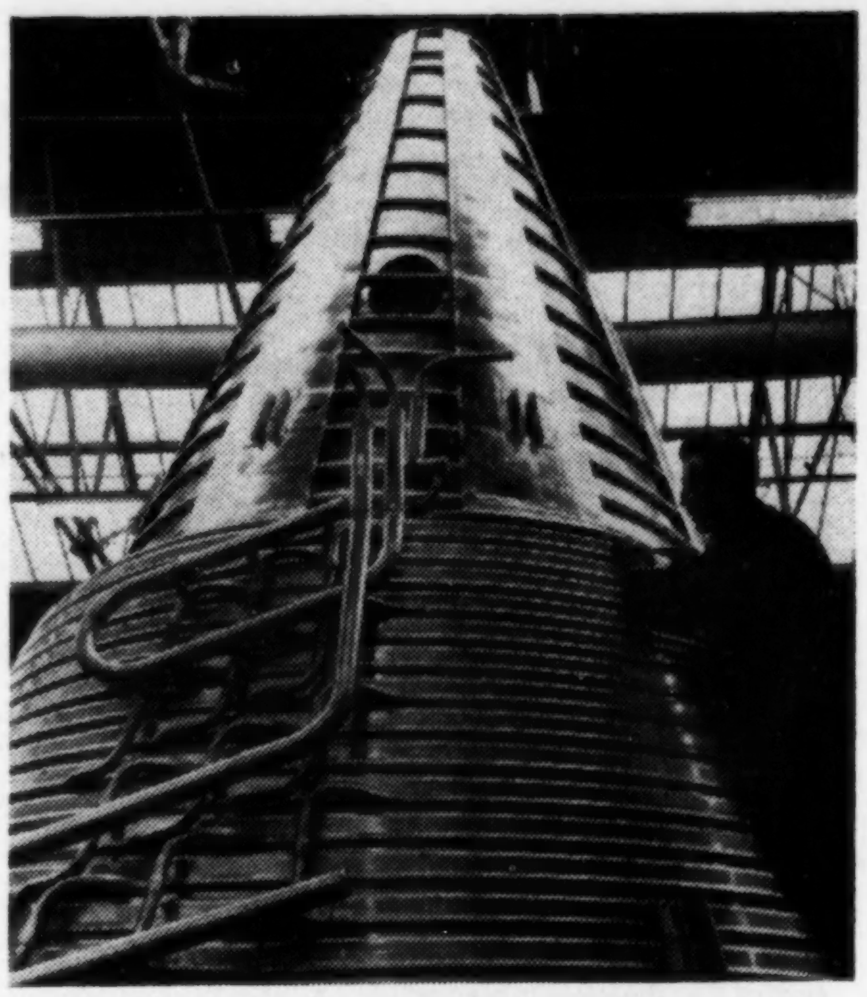
(117/66) Tunnel Construction for Ministerio de Fomento y Obras Publicas. September 28. E.S.B. 22590/66.

PHILIPPINES REPUBLIC

(112/66) Transmission Line Materials for National Power Corporation. July 6. E.S.B. 21998/66.*

SAUDI ARABIA

(113/66) Medical Instruments and Equipment for Ministry of Defence and Aviation. July 11. E.S.B. 22217/66.



The first sections of the complete aluminium thermal shroud for Europe's largest space simulator has been delivered to the European Space Technology Centre at Noordwijk, Holland. A consortium of AEI Electronics, Britain; W. C. Heraeus, Germany, and Societe Generale du Vide, France, are jointly responsible for the design, development and installation of the 17 ft. diameter simulator to the European Space Research Organization (ESRO). The space chamber will be used to simulate thermal conditions together with typical radiation, pressures and temperatures of a space environment.

SINGAPORE REPUBLIC

(117/66) Laboratory Equipment for Central Supplies Office. July 13. E.S.B. 22952/66.*

(117/66) Sewage Purification Equipment for Public Works Department. July 15. E.S.B. 22951/66.*

SOUTH AFRICA

Cape Provincial Tender Board:

(117/66) Surgical Instruments. July 12. E.S.B. 22585/66.*

(117/66) Art Colour Powders. July 15. E.S.B. 22584/66.

(116/66) Speed Indicator Gear for South African Railways. July 8. E.S.B. 22501/66.*

State Tender Board:

(116/66) Paper Cutting Machine. July 7. E.S.B. 22530/66.*

(116/66) Medical Supplies. July 13. E.S.B. 22534/66.*

(116/66) Differential Voltmeter. July 7. E.S.B. 22533/66.*

(116/66) Medical Supplies. July 12. E.S.B. 22532/66.*

(118/66) Transformers. July 6. E.S.B. 22971/66.*

(118/66) Laboratory Equipment. July 13. E.S.B. 22972/66.*

SPAIN

Ministerio de Obras Publicas:

(113/66) Miscellaneous Equipment and Tools. July 12. E.S.B. 22219/66.*

(113/66) Underwater Dock. October 3. Tender documents (in Spanish) available. (Pre-Qualification.) E.S.B. 22220/66.*

SUDAN

(116/66) Automatic Telephone Exchange for Department of Posts and Telegraphs. (Further Information.) Closing date postponed to July 18. E.S.B. 19642/66.*

(116/66) Clothing for Department of Stores and Equipment. July 6. E.S.B. 22523/66.*

(116/66) Automatic Telephone Exchanges for Ministry of Communications. (Further Information.) Closing date postponed to July 20. E.S.B. 18411/66.*

(117/66) Railway Materials for Sudan Railways. August 20. E.S.B. 22591/66.

SYRIAN ARAB REPUBLIC

(116/66) SHF Radio Link for Ministry of Defence. July 18. E.S.B. 22536/66.*

TANZANIA

(115/66) Overhead Line Construction for East African Railways and Harbours Administration. (Pre-qualification Information.) Closing date not known. E.S.B. 22570/66.

(116/66) Dairy Processing Plant for National Development Corporation. July 31. E.S.B. 19693/66.*

THAILAND

(115/66) Transmission Line Equipment for Metropolitan Electricity Authority. August 10. E.S.B. 22232/66.*

(112/66) Plumbago for State Railway of Thailand. July 14. E.S.B. 22240/66.

TRINIDAD AND TOBAGO

(118/66) Meters for Trinidad and Tobago Electricity Commission. August 8. E.S.B. 22970/66.*

TURKEY

DSI Genel Mudurlugu:

(116/66) Meteorological Instruments. July 11. E.S.B. 22516/66.*

(118/66) Dragline Excavators. (Further Information.) Tender has now been cancelled. E.S.B. 20585/66.

(117/66) Spot-Lights for Denizcilik Bankasi TAO. July 6. E.S.B. 22929/66.*

(112/66) Vehicle Spare Parts for Ground Forces Command. July 11. E.S.B. 21938/66.*

(117/66) Cupro-Nickel Tubes for IETT Genel Mudurlugu. July 12. E.S.B. 22930/66.

(118/66) Machine Tools and Equipment for Naval Forces Command. July 20. E.S.B. 23207/66.*

State Hydraulic Works:

(116/66) Wire Rope. July 7. E.S.B. 22515/66.*

(116/66) Wrenches. July 11. E.S.B. 22517/66.*

(118/66) Roller Bearings for Turkiye Cimento Sanayi TAS. July 11. E.S.B. 23210/66.*

UNITED ARAB REPUBLIC (EGYPT)

(117/66) Ticket Blanks for Egyptian Railways. July 19. E.S.B. 22998/66.

VIETNAM

(117/66) Leather Processing Machinery for Vietnamese Leather Industry. July 10. E.S.B. 22933/66.*

ZAMBIA

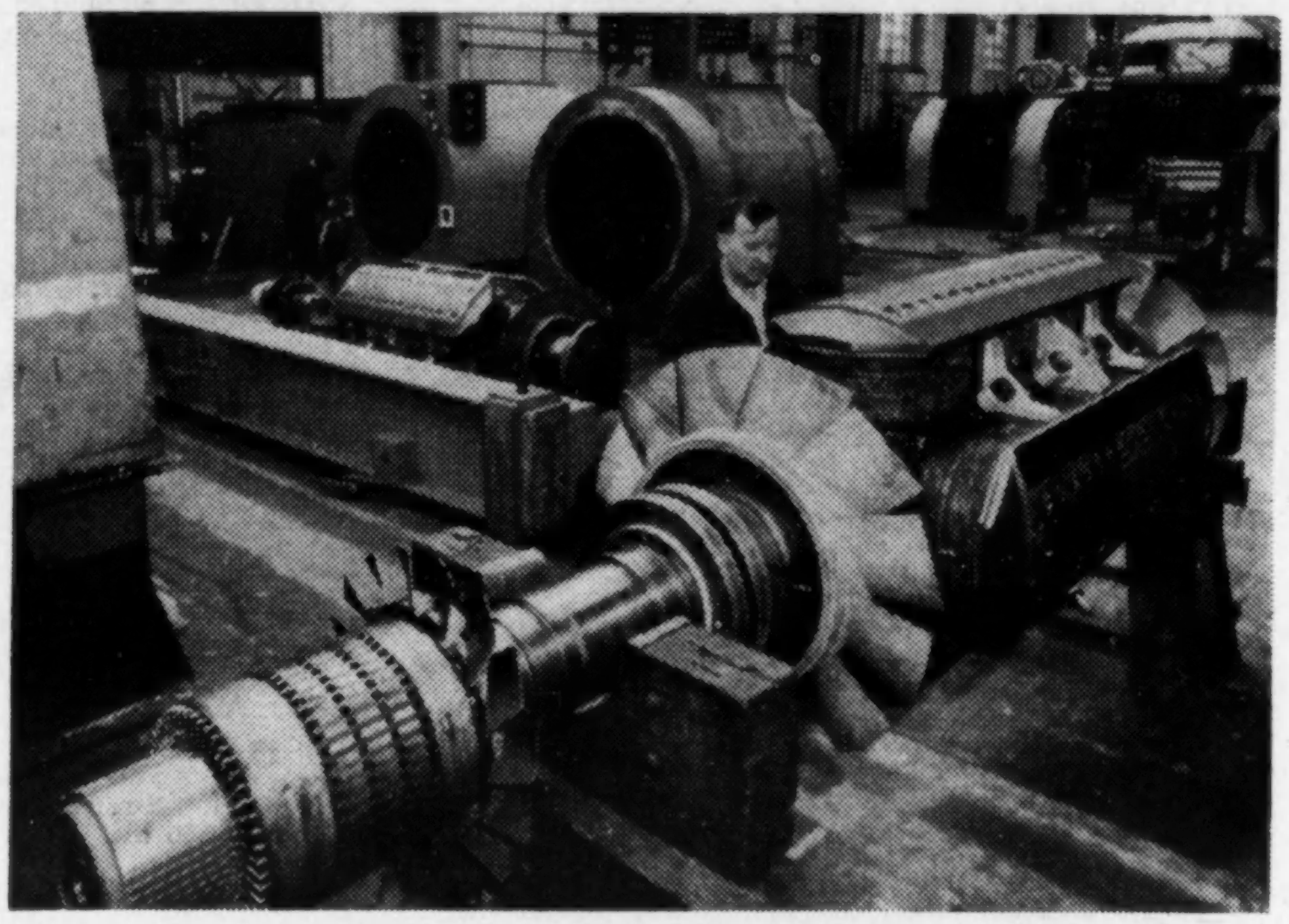
Central Supply and Tender Board:

(112/66) Antibiotics. July 8. E.S.B. 21945/66.*

(112/66) Telephone Exchanges. July 8. E.S.B. 21943/66.*

(112/66) Envelopes. July 8. E.S.B. 21944/66.

English-made display units provide over 1,200 feet of shelving in this new supermarket at Zwolle, Holland. Designed in conjunction with Spur International's architectural and shopfitting adviser in Holland, and using units made by Savage & Parsons Ltd., the new store has a total area of over 5,000 sq. ft.



Orders totalling nearly £250,000 have been received by Brush Electrical Engineering Co. Ltd., a Hawker Siddeley company, for 16 7·5 MW turbo-generator for peak load and standby duties. Photograph shows alternator rotors under production at Loughborough.

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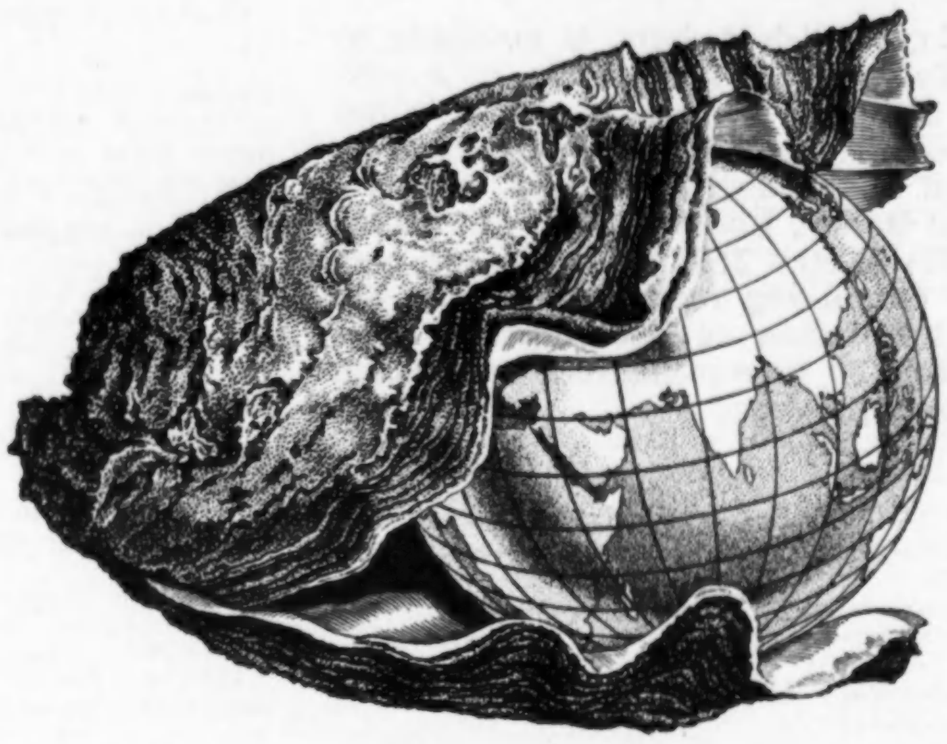

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Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia

(116/66) Agency inquiry for audio visual equipment. E.S.B. 21877/66.

(118/66) Agency inquiry for aircraft and general instrumentation; engineering and hardware products. E.S.B. 22190/66.

(113/66) Inquiry for footwear trimmings and ornaments. E.S.B. 21781/66.

Austria

(113/66) Agency inquiry for packaging material and machines. E.S.B. 21040/66.

(113/66) Agency inquiry for machine tools; woodworking machines. E.S.B. 21478/66.

(116/66) Inquiry for department store and mail order goods. E.S.B. 21429/66.

Bahamas

(112/66) Agency inquiry for photographic equipment. E.S.B. 14933/66.

Barbados

(116/66) Agency inquiry for building materials; haberdashery; piece-goods; shoes. E.S.B. 22078/66.

(117/66) Agency inquiry for dress materials; lace; rugs; shoes; table linen; towelling. E.S.B. 22130/66.

(116/66) Inquiry for dairy farm equipment. E.S.B. 22109/66.

Bolivia

(113/66) Inquiry for asbestos materials. E.S.B. 13448/66.

(113/66) Inquiry for fish; pharmaceutical products. E.S.B. 21257/66.

(113/66) Inquiry for pre-fabricated structures. E.S.B. 20458/66.

(118/66) Inquiry for boilers; conduits; TV sets; water piping. E.S.B. 22166/66.

(118/66) Inquiry for soap-making materials. E.S.B. 22349/66.

British Honduras

(115/66) Agency inquiry for cots. E.S.B. 21776/66.

Burma

(116/66) Inquiry in respect of criminal investigation apparatus. E.S.B. 22160/66.

(118/66) Methods of Trade. C.R.E. 13186/G.

Canada

(112/66) Agency inquiry for drapery fabrics. E.S.B. 17320/66.

(113/66) Agency inquiry for electronic navigational aids. E.S.B. 21803/66.

(115/66) Agency inquiry for electrical fittings; marine lamps. E.S.B. 22002/66.

(117/66) Agency inquiry for foodstuffs. E.S.B. 22799/66.

(112/66) Manufacture under licence in Britain – electronic organs. E.S.B. 21438/66.

(115/66) Inquiry for paper and paper bags; plastic bags. E.S.B. 22003/66.

(117/66) Inquiry for hospital supplies. E.S.B. 22063/66.

Ceylon

(116/66) Inquiry for sports equipment. E.S.B. 21806/66.

Cyprus

(116/66) Agency inquiry for garage tools and equipment; hand tools; packing machine; wood and metal working machinery. E.S.B. 22365/66.

Dominican Republic

(117/66) Import Duty on Industrial and Agricultural machinery. C.R.E. 4039/2/G.

(118/66) Inquiry for cleaning materials; floor polishes; liquid soap. E.S.B. 22161/66.

France

(115/66) Agency inquiry for builders' hardware; electrical houseware; tools and implements. E.S.B. 5063/66.

(116/66) Agency inquiry for compressed air equipment; greasing equipment; hydraulic equipment. E.S.B. 22076/66.

(116/66) Inquiry for electrical domestic appliances; record players; tape recorders; transistor radios. E.S.B. 21886/66.

(117/6) Inquiry for aviation and aerospace instruments and equipment. E.S.B. 22089/66.

Germany, Federal Republic of

(122/66) Agency inquiry for punched card accessories and allied equipment. E.S.B. 20731/66.

(115/66) Agency inquiry for motor car accessories. E.S.B. 20785/66.

(117/66) Agency inquiry for bearings; electrical goods; enginering components. E.S.B. 22196/66.

(115/66) Inquiry for non-technical motor car accessories. E.S.B. 20493/66.

(115/66) Inquiry for shoes. E.S.B. 22021/66.

(117/66) Inquiry for wire cutters. E.S.B. 22103/66.

(118/66) Inquiry for liquid plastics. E.S.B. 22401/66.

Greece

(117/66) Inquiry for golf course maintenance equipment. E.S.B 21884/66.

Hong Kong

(116/66) Agency inquiry for cutlery; fancy goods; footwear; glassware; gloves; jewellery; leather goods. E.S.B. 21887/66.

India

(116/66) Inquiry for wooden pegs. E.S.B. 21476/66.

Iran

(113/66) Agency inquiry for water meters. E.S.B. 21802/66.

(117/66) Inquiry for eyelet fixing tools; tucker eyelets. E.S.B. 21851/66.

Israel

(113/66) Agency inquiry for antibiotics. E.S.B. 10975/66.

(118/66) Agency inquiry for induction equipment. E.S.B. 12012/66.

Italy

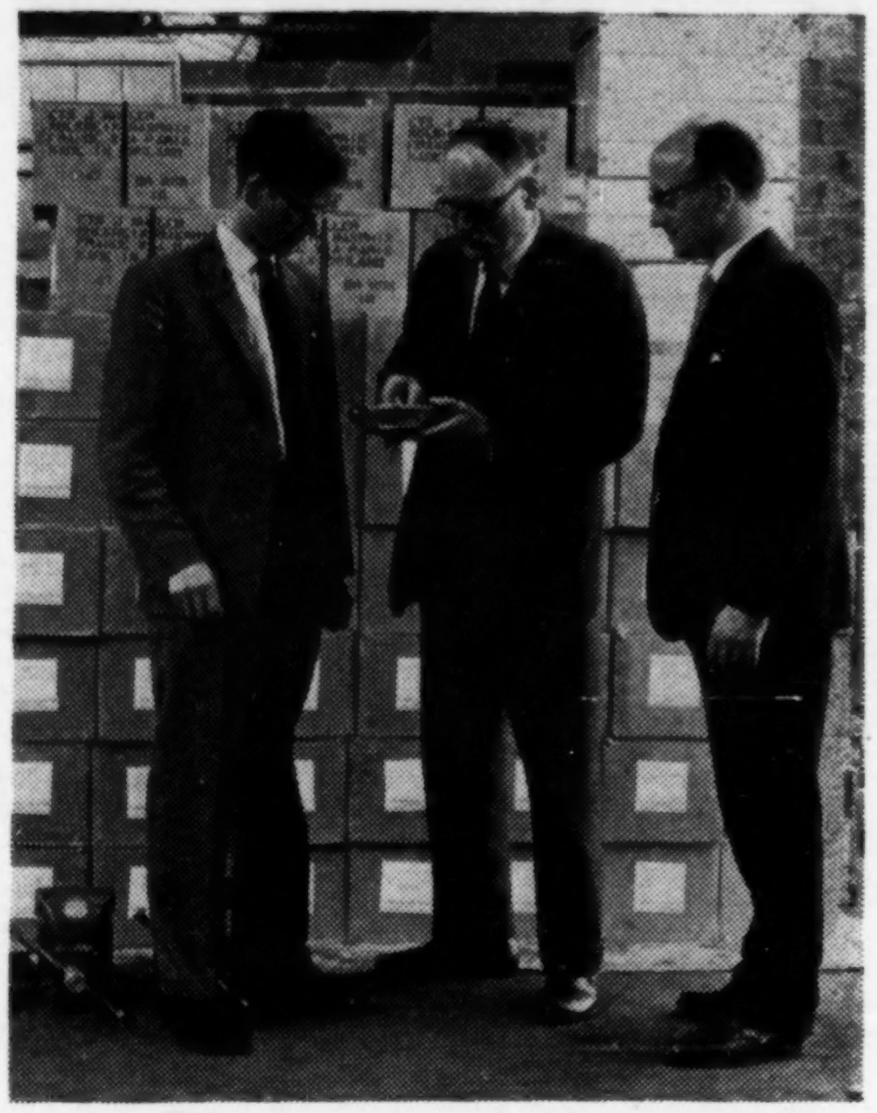
(116/66) Agency inquiry for chemical products. E.S.B. 22097/66.

(112/66) Inquiry for electro-medical instruments; sewage treatment plant; surgical and sanitary apparatus and instruments; telephone switchboards; accessories and devices. E.S.B. 21130/66.

(112/66) Inquiry for glassware and porcelain; mattress wools; non-ferrous metals. E.S.B. 21256/66.

(113/66) Inquiry for incinerators; industrial chimneys and allied equipment. E.S.B. 20913/66.

(118/66) Inquiry for chemicals. E.S.B. 22402/66.



Mr. F. Clough, Third Secretary, Luxembourg (left) is shown a Planemaster by Mr. E. F. Parramore (centre), managing director F. Parramore & Sons Ltd. Mr. D. Rodgers, export manager (right) recently announced that the company intend to appoint agents in Luxembourg and to commence a sales drive in North America.

Jamaica

(115/66) Agency inquiry for fans. E.S.B. 22022/66.

(116/66) Agency inquiry for coffin fittings. E.S.B. 22023/66.

(116/66) Agency inquiry for domestic water pumps. E.S.B. 21253/66.

(116/66) Inquiry for plastic battery containers and lids. E.S.B. 22141/66.

Japan

(115/66) Inquiry for gift articles; lamp stands and shades. E.S.B. 22142/66.

Jordan

(113/66) Agency inquiry for boilers; chemicals; diesel engines; generating sets; pumps; steel piping. E.S.B. 21292/66.

(116/66) Agency inquiry for building materials; foodstuffs; hardware; textiles; tools. E.S.B. 21296/66.

(117/66) Agency inquiry for auto-spare parts; clothing; suitings; textiles and machinery; tyres and tubes. E.S.B. 21855/66.

(113/66) Inquiry for supermarket goods. E.S.B. 22397/66.

(117/66) Inquiry in respect of hotel construction. E.S.B. 22122/66.

Kenya

(115/66) Agency inquiry for clothing; coal tar; glue making machinery; handbags; hardware manufacturing machinery; linseed oil; pipes; screening; solder; thread. E.S.B. 20779/66.

(116/66) Agency inquiry for bottle closures; chamois leathers; tubing. E.S.B. 4718/66.

(112/66) Inquiry for naphthalene balls. E.S.B. 21289/56.

Libya

(113/66) Inquiry for galvanized pipes; gate valves. E.S.B. 22034/66.

Malaysia

(116/66) Agency inquiry for office equipment. E.S.B. 21858/66.

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Malta
(112/66) Inquiry for hotel furnishings and equipment. E.S.B. 19283/66.

Mexico
(116/66) Inquiry in respect of construction materials. E.S.B. 20120/66.

Netherlands Antilles
(116/66) Agency inquiry for chamois leather. E.S.B. 22096/66.

New Zealand
(116/66) Manufacture under licence – radio and telecommunication equipment. E.S.B. 22146/66.

Nigeria
(116/66) Agency inquiry for tiles. E.S.B. 22110/66.

North America
(117/66) Store buyers visit London. E.S.B. 2519/66.

Pakistan
(115/66) Inquiry for tape and gumpaper making plant. E.S.B. 20239/66.
(116/66) Inquiry for hydraulic press. E.S.B. 18240/66.
(118/66) Inquiry for crucibles. E.S.B. 22154/66.

Saudi Arabia
(115/66) Agency inquiry for agricultural machinery and equipment; fertilizers. E.S.B. 21251/66.
(117/66) Agency inquiry for building materials; furniture; foodstuffs; household goods; perfumery; textiles. E.S.B. 21885/66.
(113/66) Inquiry for toilet soap. E.S.B. 18158/66.
(117/66) Inquiry for medicines and supplies; medical instruments. E.S.B. 20766/66.

Singapore
(113/66) Inquiry for butane gas cookers. E.S.B. 38213/64.

South Africa
(115/66) Agency inquiry for electrical appliances and components; hardware; tools. E.S.B. 21873/66.
(113/66) Inquiry for surgical and specialists' instruments and equipment. E.S.B. 21703/66.

Spain
(113/66) Agency inquiry for tractor spare parts. E.S.B. 21432/66.
(116/66) Inquiry for agricultural, industrial and mining machinery and plant. E.S.B. 18900/66.

Sudan
(118/66) Inquiry for automobile spare parts. E.S.B. 22028/66.
(118/66) Inquiry for pharmaceuticals; toiletries. E.S.B. 22084/66.

Sweden
(113/66) Agency inquiry for footwear. E.S.B. 21735/66.
(113/66) Agency inquiry for men's boots. E.S.B. 21734/66.
(113/66) Agency inquiry for plastic adhesive letters and figures. E.S.B. 21768/66.
(116/66) Agency inquiry for footwear. E.S.B. 21755/66.
(116/66) Agency inquiry for household goods; kitchenware. E.S.B. 22071/66.

Switzerland
(116/66) Agency inquiry for gears. E.S.B. 21840/66.
(116/66) Inquiry for camping and sporting goods. E.S.B. 22448/66.
(116/66) Inquiry for furniture, fittings and installations for new university. E.S.B. 21276/66.
(117/66) Inquiry for giftware; pottery; pullovers; toys. E.S.B. 22181/66.

Thailand
(116/66) Inquiry for sulphur. E.S.B. 21225/66.

Turkey
(112/66) Inquiry for agricultural machinery; pesticides. E.S.B. 21297/66.
(113/66) Inquiry in respect of cement factory; iron and steel plant. E.S.B. 21128/66.

Uganda
(118/66) Inquiry for canning machinery. E.S.B. 22461/66.

United Arab Republic (Egypt)
(112/66) Inquiry for crop spraying machinery; food preparation and packing machinery and plant; insecticides. E.S.B. 21135/66.

United States of America
(113/66) Inquiry for agricultural parts; accessories and supplies; electrical equipment; footwear. E.S.B. 21132/66.
(115/66) Inquiry for office machinery; stationery items. E.S.B. 22406/66.
(116/66) Inquiry for power station equipment. E.S.B. 22419/66.
(116/66) Inquiry for steel products. E.S.B. 22014/66.
(117/66) Inquiry for artificial eyes. E.S.B. 22087/66.
(117/66) Inquiry for fishing hooks. E.S.B. 22060/66.
(117/66) Inquiry for syncro motors. E.S.B. 22149/66.
(118/66) Inquiry for copper wire. E.S.B. 22193/66.

USSR
(112/66) Inquiry for machine tools. E.S.B. 21200/66.

Yugoslavia
(112/66) New Free Port Area in Belgrade. E.S.B. 21893/66.

Yugoslavia/USSR
(118/66) Trade Agreement. C.R.E. 5515/2/G.

Zambia
(117/66) Agency inquiry for blocks; chains; drilling equipment; ovens; pressure gauges. E.S.B. 22892/66.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journel.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

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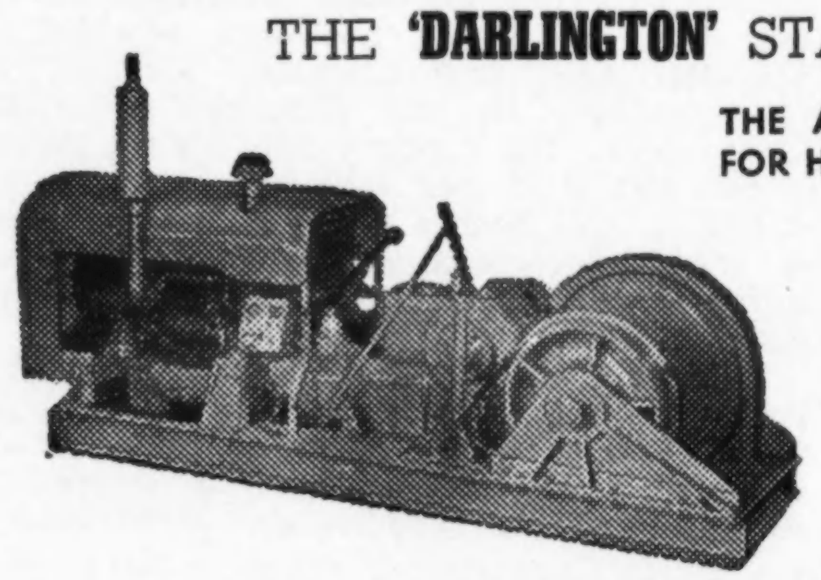

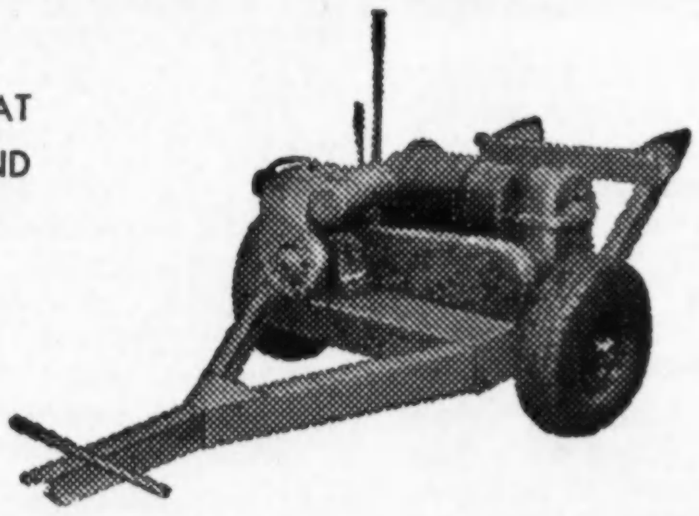

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Orders for HS 748 reach 125

Hawker Siddeley have announced two more orders for their HS 748 aircraft, bringing the total world-wide sales, including military types, for this aircraft to 125. The first of these recent orders is from Compania Panamena de Aviacon (COPA), the Central American airline, who have been leasing a 748 since October last. The order is a reflection of the aircraft's most successful operation during this period, when passenger traffic on the Tocumen to David schedule was increased by 15 per cent in the first month. A second order in this area has been to ASSA Airlines, a Mexican inclusive tour operator, who have also taken an option on a second 748. The aircraft for delivery will have a standard 48-seat layout, power-operated air stairs, weather radar and autopilot. The customer feels that an important selling point has been that, with tourism increasing, tourists arriving in Mexico by intercontinental jets will find the same standards of modern comfort and safety when they transfer to the 748.

Million dollar order from Boeing

Machine tools worth £375,000 have been ordered by Boeing of Seattle from Cramic Engineering Co. Ltd. The tools are high-speed profile milling machines for the machining of titanium and aluminium aircraft components. Control of tool heads in three planes will be by punched tape. Electro-hydraulic servo drives and ancillary hydraulic equipment will be supplied by Telehoist Ltd., an associate of Wilmot Breeden Ltd., and include Hartmann Rol-Vane motors and Pegasus servo valves, already well known in the United States.

Technical services for Greece

Two contracts for consultant work in Greece have gone to Powell Duffryn Technical Services Limited.

One was awarded by the Ptolemais Lignite Mining and Industrial Company Limited (LIPTOL). It is for the provision of advice on the development of the company's main lignite field at Ptolemais and means an extension of work already carried out there by Powell Duffryn Technical Services. A field team of four engineers, supported by visiting specialists from London, will be working on the project.

The other contract comes from Lignite Mines Vevi Limited for mining advice for their Vevi and Vegora mines.

£95,000 textile machinery for Tanzania

Platt Bros. (Sales) Ltd., Oldham, have announced a £95,000 repeat order for textile machinery received from Tasini Textiles Co. Ltd., Dar-es-Salaam. The order is for 3,600 spindle cotton-spinning mill and will double the size of an existing mill already fitted with Platt's machinery; the previous plant was ordered in January 1965. Deliveries will commence in October and be completed the following month.

Power plant for Africa

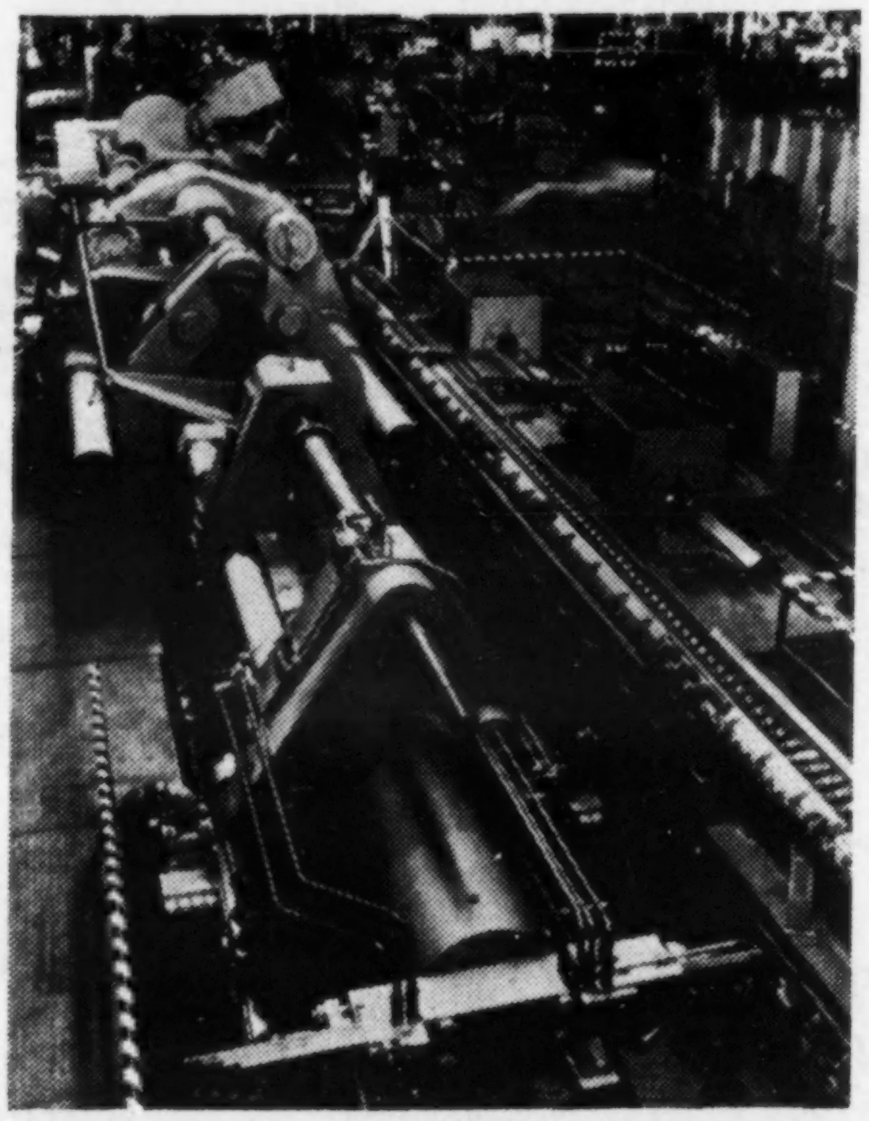
Two contracts for power stations in Africa have been announced by Brush Electrical Engineering, the Hawker Siddeley company, this month. The first valued at £½ million, comes from the Tanganyika Electric Supply Co. for the erection of a complete diesel power station at Ubongo, Tanzania, to be commissioned in July 1967. The buildings and diesel power plant will be built by Kelvin Construction Co. Ltd. and Mirrlees National Ltd. respectively, both being Hawker Siddeley companies. The second contract covers the supply of diesel generating sets and all associated equipment and three bay buildings for an extension to El Beida power station. It has been placed by the Libyan Ministry of Public Works and is worth £350,000.

£50,000 dredger order from Ceylon

Fleming & Ferguson Ltd., the Paisley ship and dredge builders have won a contract valued at £50,000 to build a 12in. cutter suction dredger for export to Ceylon. The dredger is to be built for the Port Commission of Colombo.

Order from China

An order for their new design motor control centre has been secured by South Wales Switchgear from the Chinese People's Republic. It will be incorporated in a polypropylene plant that High Polymer and Petro-Chemical Engineering Ltd. are supplying to the China National Technical Import Corporation. The order arose when South Wales Switchgear exhibited the new equipment at the Peking exhibition last year following on the spot discussions with Chinese engineers.



A Loewy 4-column type extrusion press for copper and copper alloy tubes, rods and sections recently installed in Mexico City for Nacional de Cobre, SA. Features include mains frequency induction heating of billets, rotating die carrier, and discard separation either before or after the die by a hydraulically operated electric saw.

Export order for Lyle's Carpets

An export order for several thousand square yards of axminster carpets was placed with John Lyle & Co. Ltd., carpet manufacturers of Glasgow, by Mr. Manfred Salamon of Shore Salamon & Co. (Pty) Ltd., leading Cape Town and Port Elizabeth wholesalers, during a visit to Lyle's. It followed a recent sales tour of South Africa by Lyle's general sales manager, Mr. George Faris.

Dollar order for Smiths Industries

A continuation contract valued at £535,000 for a further substantial quantity of miniature rate gyroscopes has just been signed by representatives of the Sperry Phoenix Company of Phoenix, Arizona, and the Aviation Division of Smiths Industries Limited at Cheltenham where the gyros are made.

These electro-mechanical devices, weighing no more than 8½ oz. each, are a vital part in the Sperry Flight Control System fitted as standard equipment in the latest American airliners, including the Douglas DC.9 and the Boeing 727.

US and Canada order 5,000 self-contained telephones

An initial order for 5,000 'Stanofone' telephones and carrying cases has been placed by Billther Enterprises Ltd., Ontario, Canada, with F. W. Reynolds Ltd., who have the sole United Kingdom and North America selling rights for this self-contained telephone.

The Stanofone was originally developed in Britain by Standard Telephones & Cables Ltd., for military use. The handpiece is completely self-contained with transistorized circuitry and its own batteries. A couple of wires will connect two telephones, while a very cheap switchboard enables a small network to be established.

Equipment for Indus Basin scheme

PSC Equipment Ltd., of Iver, Bucks, who recently supplied £20,000 worth of pre-stressing equipment for the Quadirabad Barage in the Indus Basin Irrigation Development Scheme in Pakistan, have recently received further orders for £20,000 pre-stressing equipment at Rasul and a further £10,000 at Marala, making a total of £50,000 for equipment exported by PSC for this scheme.

Giant packaged boilers for Bahamas

An export order for two of the largest completely packaged automatic watertube boilers ever built in Britain has been awarded to Marshall Sons and Company Limited, of Gainsborough, by the Bahamas Electricity Corporation. The contract calls for the supply of two 80,000 lb. per hour boilers to operate at 625 lb. p.s.i. with a final steam temperature of 865°F, incorporating fully automatic oil burning equipment economizer, chimneys, ducting etc.

The plant will be installed at Clifton Pier Power Station where it will supply steam of turbine driven alternators. The boilers, each weighing nearly 70 tons, will be shipped in about 12 months' time.

Four years' bargaining – six weeks' delivery

Four years of hard bargaining have resulted in an £86,000 Iron Curtain order for British irrigation equipment – but it has to be delivered within six weeks.

The order, from Rumania, was won by Wright Rain Limited of Ringwood, Hampshire, and includes more than 50 miles of portable aluminium pipes and fittings with two types of sprinkler heads. The equipment will be used to irrigate 12,500 acres of maize on nine big farms in different parts of the country in the first phase of Rumania's giant sprinkler irrigation programme.

Whessoe win Lagos tankage contract

Whessoe have been awarded a contract by Taylor Woodrow of Nigeria Ltd. for the supply of 5 cone roof tanks for Apapa, near Lagos, Nigeria, for the storage of imported basic oils.

£A150,000 phosphoric acid plant contract

Humphreys & Glasgow Limited, Sydney, Australia, have been awarded a £A150,000 contract by Australian Fertilisers Limited for a phosphoric acid concentration plant at Port Kembla, N.S.W.

Ammonia plant for Norway

Humphreys & Glasgow Limited have been instructed by Norsk Hydro to start on the engineering of an 1,100 metric-tons-per-day ammonia plant which will be built at Heroya, near Porsgrunn on the Frier Fjord, Norway.

Due for completion in the autumn of 1967, it is believed that the £5-£6 million plant, when erected, will be the largest of its type in Europe.

British flight simulators for United States

The civil flying training centre of Flight Safety Inc., La Guardia, have recently signed a contract with Redifon Ltd. for the supply of three flight simulators – a DC 9, a Lear Jet and a King Air. The contract, worth $1½ million, also covers an option for a further simulator for the Jet Commander.

Another dredger for Nigeria

Henry Robb Ltd., of Leith, have won another export order for a twin screw, 300-ton grab hopper dredger from the Crown Agents acting on behalf of the Nigerian Ports Authority. The dredger will be equipped with a grab dredging crane by Priestman Brothers Ltd. and Ruston and Hornsby will supply the propulsion machinery.

Polish order for furnace equipment

An order for furnace equipment valued at approximately £80,000, has been obtained from Poland by Royce Electric Furnaces Ltd., Woking, Surrey, a member of the Efco Group.

Instrumentation for Plover Cove Water Scheme

Automatic Control Engineering Limited of Crayford, have been awarded the contract for the instrumentation of Phase 2 of the Plover Cove Water Scheme, Hong Kong, by the Government of Hong Kong. The value of the contract is approximately £150,000. The contract includes the supply of field transmitters, control equipment, control panel and instruments, telemetering systems, together with supervision and commissioning for two new pumping stations, one on the River Indus and one at Tai Mei Tuk. Extension of facilities at the Jubilee Reservoir is also included together with a new master station at Tai Po Tau and an extension to the Sha Tin treatment works master station. One of the largest and most comprehensive schemes of its kind, the Plover Cove Water Scheme, when completed in 1967, will double the existing Hong Kong water reserves at a cost of more than £34 million. Under Phase 2, Plover Cove itself is being dammed, pumped out and made into a reservoir for fresh water.

Steam turbine plant for Hong Kong

A second order valued at some £1.3 million, has been received by English Electric to supply electrical plant for the Ap Lei Chau thermal power station for the Hong Kong Electric Company Limited. The contract covers the No. 2 turbo-generator, condensing and feed heating plant, cooling water system, generator transformers and station switchgear. In November last, English Electric received a similar order for the first stage of the power station which is to have an ultimate output of 600-720 megawatts. The civil engineering work for the station is being done by George Wimpey & Company Limited, and the boilers will be of Babcock & Wilcox design and manufacture.

Paper mill equipment for Tasmania

The English Electric Company's Process and General Industries Division has obtained an order worth approximately £150,000 for the first all-thyristor newsprint machine drive to be installed in Australia. English Electric was awarded the contract, in the face of strong international competition, by Walmsley (Bury) Limited, for Australian Newsprint Mills Ltd., Boyer, Tasmania. The 3,000 hp drive consists of 10 thyristor converter sections, each supplying one or more motors matched in speed to within 0.1 per cent. English Electric are also supplying the 6,000 ft./min. winder drive.

East Africa orders more locomotives

An export order worth about £800,000 for 10 1,350 hp diesel-electric locomotives has been won by The English Electric Company Limited from East African Railways and Harbours. The locomotives, which will extend diesel working to branch and subsidiary main-line services, have a new designation, the 91 Class. East African Railways and Harbours is already operating 24 English Electric locomotives of the more powerful 90 Class for which a third repeat order for 12 was placed last September. The locomotives will be built at English Electric's Newton-le-Willows works in Lancashire.

863 tons of cake exported last year

Exports of cakes by members of the Cake and Biscuit Alliance last year totalled 863 tons, an increase over 1963 of nearly 200 tons. Dollar markets took 69¼ tons of this total.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of this issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Associated Engineering talking to Czechs

A TEAM of senior executives from the Associated Engineering Group, headed by Mr. G. Collin Hepworth, group managing director, left for Prague on June 20 to hold a week of high-level meetings with Czechoslovak officials. By arrangement with the Czechoslovak Chamber of Commerce, Associated Engineering have set up a special exhibition of motor components made by the group and this will be seen during the discussions by senior representatives from the State import agencies, the Commission for Technology and the State Planning Commission. The mission are discussing the long-term requirements of the Czechoslovak vehicle industry.

Export tour in France and Switzerland

MR. JOHN DAVIES, managing director of Anvil Enterprises Ltd., the Hereford agricultural building manufacturers, who have also recently launched into factory-made, domestic housing, left on June 15 on a 10-day trip to Switzerland and France to explore export potential there for his company's products.

Contract furnishers launch export drive

MR. PETER CATESBY is relinquishing responsibilities as joint managing director of Catesbys Ltd. of London, the international contract designers and furnishers, in order to devote more time to overseas markets. Catesbys are launching a big, new export drive. Mr. Catesby said in London recently: 'I am taking on a roving commission and shall go wherever I think there is business to be done or leads ripe for development. I shall take designers with me whenever necessary.'

In the next few months he will travel 30,000 miles and visit Pakistan, Turkey, Libya, Portugal and Malta developing Catesbys' consultancy and design services and negotiating further agreements for local manufacture of Catesbys' products under licence.

Export at present accounts for more than 40 per cent of Catesbys' contractual trading.

Previous Catesbys successes abroad include the complete design consultancy for Kingdom of Libya Airlines, hotels in Accra and Amman, interior designs for palaces for King Hussein of Jordan, Government House, Dacca, and bank headquarters in the Middle East and West Africa.

Instrument sales tour

MR. R. D. GARDINER, managing director, and Mr. Glyn Humphreys, marketing director, of Evershed and Vignoles Ltd., London, are currently making a tour of all possible sales outlets in the United States and Canada. At the same time Mr. R. E. L. Williams, export sales manager, of Instrument Division is touring Eastern Europe.

Included in calls being made by Mr. Gardiner and Mr. Humphreys are discussion meetings with agents R. H. Nichols in Toronto, James G. Biddle Company, Pennsylvania, Jordan Controls Inc. Milwaukee and other distributors of the company's 'Megger' electrical testing instruments, F.H.P. Motors and process control equipment.

Mr. William's tour includes visits to Prague, Budapest and Posnan – where Evershed & Vignoles have part of the George Kent stand at the Posnan Fair. Further tours are planned for this year by Mr. Williams to Scandinavia, Germany, and, in October, the Middle East.

The Company states that during the last financial year their export achievement once again exceeded target and now for Instrument Division alone export rates at approximately 60 per cent of new production. Evershed export through a world-wide network of over 100 agents and representatives.

Mr. Edward L. Masek, president of the Institute of Metal Finishing, boarding a jet aircraft bound for Toronto on June 11. Mr. Masek, who is also a director of W. Canning & Co. Ltd., Birmingham, was making a business tour of Canada and the United States before going on to the 53rd Annual Convention of the American Electroplaters' Society at Miami Beach, Florida, from June 19-23.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Anglo-Irish Free Trade Area, tariff concessions to Northern Ireland

FOLLOWING A MEETING between the Irish Republic Minister for Industry and Commerce and the Northern Ireland Minister for Commerce the following statement was issued in Dublin on June 10:

> 'The Minister for Industry and Commerce today met Mr. Brian Faulkner, Northern Ireland Minister for Commerce. Dr. Hillery conveyed to Mr. Faulkner details of the tariff concessions which it is proposed to make on imports of goods manufactured in Northern Ireland. Following are details of the concessions.
>
> It is proposed that the import duty on Northern Ireland goods, with the exception of those listed below, should be reduced by 20 per cent on July 1, 1966 and that further annual reductions of 10 per cent should be made in each of the following four years: the position would then be reviewed. Northern Ireland products manufactured by a firm which was engaged in manufacturing the same products in Northern Ireland on March 1, 1966 would qualify for the concessions.
>
> The following are excluded from the concessions:
>
> Goods listed in Chapters 1 to 24 of the Irish Customs Tariff, principally agricultural goods.
>
> Goods (other than those in Chapters 1 to 24 of the Irish Customs Tariff) listed in Annex A to the Free Trade Area Agreement, principally jute products.
>
> Goods listed in Annex B to the Free Trade Area Agreement comprising woollen and worsted fabrics and certain man-made fibre fabrics, stockings of silk or man-made fibres, footwear, felt hats for women and girls, wood screws, laminated springs for vehicles, sparking plugs, electric light bulbs and brushes.
>
> Goods liable to revenue duties (other than those in Chapters 1 to 24 of the Irish Customs Tariff), principally, motor car and parts, petroleum oils and matches.
>
> The following goods:
>
> Cotton-yarn and fabrics, clothing wholly or mainly of cotton, made up textile articles wholly or mainly of cotton, shirts, men's and boys' outer garments, linen carpets, cardboard boxes and cartons, domestic electric appliances, leather and cutlery.
>
> It is also proposed to remove on July 1, 1966 the import duty on newspapers which were being printed and published in Northern Ireland on March 1, 1966. The Ministers discussed arrangements to prevent the deflection of trade. It was agreed that there would be further discussions on the possibility of greater concessions on certain items.'

In accordance with Paragraph five of the Record of Undertakings to the AIFTA Agreement*, the United Kingdom Government have given their consent to these proposals.

*See Cmnd. 2858.

FRANCE

Global quota for apricots

THE FRENCH *Journal Officiel* of May 27 announced that apricots (Tariff No. 08.07A) may be imported up to July 31 from all countries, except Algeria, Morocco, Tunisia and the EEC countries.

Imports will be effected according to the minimum price regime set out in a notice to importers dated July 29, 1962. Import authorizations (model AV) will be valid for four days, including the day of issue.

The fruit must conform to the quality standards laid down by the Community agricultural policy, and importers must comply with Regulation No. 80/63/CEE of the Commission of the European Economic Community dated July 31, 1963, concerning the control of the quality of fruit and vegetables originating in and imported from countries outside the European Economic Community.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of hybrid maize for sowing

THE FRENCH *Journal Officiel* of June 1 announced the conditions under which imports of hybrid maize intended for sowing can be admitted under Tariff heading No. 10.05A.

The full text of the above notice may be seen at the Export Service Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* No. 97 of May 31, 1966 contains the text of a decision taken by the Council of the European Economic Community to suspend temporarily the Common Tariff for the following item:

Tariff heading	Description of goods	Common tariff
ex. 38.19 Q	Crude diosgenin	Total suspension until December 31, 1966

ELEPHANTIDE (REGD.)
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Two Aveling-Barford Group companies have been awarded contracts by the Government of the Union of Burma to supply plant and equipment to the value of more than £250,000.

Being loaded aboard ship in the Port of London are two payload dump trucks, with spare parts, for use by the Irrigation Department.

SWITZERLAND

Amendments to the import tariff

By a Decree of March 29, 1966, the Swiss Federal Council has introduced, with effect from April 1, 1966, a certain number of reductions in customs duties by the establishment of new items in the tariff, and the re-wording of tariff items already in existence.

The following new tariff items have been introduced:

Tariff No.	Description of Goods	Rate of Duty per 100 kgs.
32.09.14	Bituminous varnishes and paints	30 S.F.
73.21.14	Plates and strip of iron or steel furnished on one side with stiffening ribs obtained by cold forming, not combined with other materials, of the types used for roofing and "sacrifice formwork"	10 S.F.
76.04	Aluminium foil:	
06	coated with bituminous substances, weighing more than 400 grammes per sq. metre	15 S.F.

Tariff Nos. 20.07.08 and 10, 28.15.10, 39.01.18, 39.02.14, 46.03.10, 48.01.30 and 64.02.20 of the Import Tariff have been reworded as follows:

Tariff No.	Description of Goods	Rate of Duty per 100 kgs.
20.07.06	Juice of seed fruits (sweet cider)	30 S.F.
08	Red grape juice for the preparation of non-alcoholic grape juice	15 S.F.
10	Other grape juices	26 S.F.
28.15.10	Carbon disulphide	0.50 S.F.
39.01	Condensation, polycondensation and polyaddition products .	
18	Others; waste and scrap	3 S.F.
39.02	Polymerization and copolymerization products	
14	Others; waste and scrap	3 S.F.
46.03.10	Baskets of unpeeled osier, baskets of chipwood of tariff No. 44.09, without lids, for carrying fruit	22 S.F.
48.01.30	Felt paper.	8 S.F.
64.02.20	Children's shoes, sizes up to No. 35	300 S.F.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

SPAIN

Imports of cheese

In the *State Gazette* of May 28, the Spanish authorities announced that imports of cheese of the second category and of cheese in portions will now be subject to bilateral quota and will require import licences. Imports of cheese of the first category will continue to be liberalized. The categories refer to definitions of quality published in the *State Gazette* of June 5, 1964. Second category cheeses are those with over 10 per cent but less than 15 per cent admissible defects, and also moulded cheeses in bars, whey cheese and fresh cheeses.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Suspension of customs duties

In the *State Gazette* of June 8 the Spanish authorities announced the following regulations regarding import duties:

Tariff heading	Description	Details
12.01 B 2	Groundnuts	Suspension of duties extended to September 13.
23.01 B	Fishmeal	Suspension of duties extended to August 28.

Customs tariff

In the *State Gazette* of June 8 the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Import duty	Transitory duty
30.01 A	Anterior and posterior lobes of the pituitary gland, extracts of heart, prostate, cartilage, medulla bone, cerebrum, duodenum, stomach and bone .	Free	Free
84.44 B 1	Rolls weighing each:		
a	more than 40,000 Kgs. weight or forged of more than 20,000 Kgs.	25%	1%
b	Others	25%	14%
85.13 B 4	Special apparatus for carrier-current line systems (oscillators, modulators, de-modulators, staggering amplifiers, cut-out systems and alternating transmitters)	30%	14%

GREECE

Amendment to import regulations concerning advance deposits

The British Embassy in Athens has informed us that the Greek Foreign Trade Board have issued a decision by which, with effect from June 8, deposits paid to the banks by importers at the time when import approvals are issued, against pro forma invoices, for certain categories of goods (i.e. all those in lists F100 and F50) may not be recovered before a minimum period of two months has elapsed. If goods arrive and are cleared from customs before the two months' period has elapsed the importer must pay the full value of the goods, plus duties and taxes, notwithstanding the value of the deposit lodged earlier.

It is stated that this measure has been taken in order to prevent violations of the existing import arrangements. No further information on this new measure is available to inquirers.

Duty-free importation of animal foodstuffs

The Greek Government has authorized extension until December 31 of the duty-free importation of fishmeal, meatmeal, soybean flour, special foodstuff preparations suitable for livestock and poultry.

The preparations include vitamins, antibiotics, spare elements, aminoacids, inorganic salts, cod liver oil, tonic preparations for reinforcing animal and poultry foodstuffs, and various patent medicines mixed with soybean flour, cornflour, bran or similar meal.

LEBANON

Customs tariff

THE following amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for collection	Normal Tariff
61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like of woven, knitted or crocheted fabrics:		
	a. Of elastic woven, knitted or crocheted fabrics, cut to specific shape and size, for the manufacture of corsets, (corset-belts etc.):		
	1. Of cotton or wool	*ad val*	Free
	2. Other	*ad val*	8%
	b. Of woven, knitted or crocheted fabrics of silk, waste silk or synthetic or man-made fibres, whether elastic or not	*ad val*	36%
	c. Of cotton woven, knitted or crocheted fabrics, elastic or not	*ad val*	18%
	Of wool woven, knitted or crocheted fabrics, elastic	*ad val*	18%
	e. Other	*ad val*	28%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 460-462).

JORDAN

Customs tariff

THE FOLLOWING amendments to the customs tariff were published in the *Jordanian Official Gazette* No. 1913 of April 10:

Tariff No.	Description	Unit	Rate of Duty
32/09/a	Bituminous paints and varnishes . . .	*Ad val.*	15%
32/9/b	Others	*Ad val.*	75%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

SYRIA

Imports

THE BRITISH EMBASSY in Damascus have reported that as from June 7 the Syrian Ministry of Economy stopped issuing import licences for the following commodities:

(a) Wool yarn (53/10).
(b) Wool textiles (53/11).
(c) Paints, varnishes (32/9).

No further information is yet available.

PORTUGUESE EAST AND WEST AFRICA (ANGOLA AND MOZAMBIQUE)

Amendments to the import tariff

THE PORTUGUESE *Diario do Governo*, First Series No. 99 of 27 April, 1966 published Decree No. 46,979, which authorized the following amendments to the minimum import tariff:

Angola

Tariff No.	(Esc. per kg.) New Duty	Old Duty
20.05.02	3.90	18.00
20.06.01	5.20	24.00
20.06.02	3.90	18.00

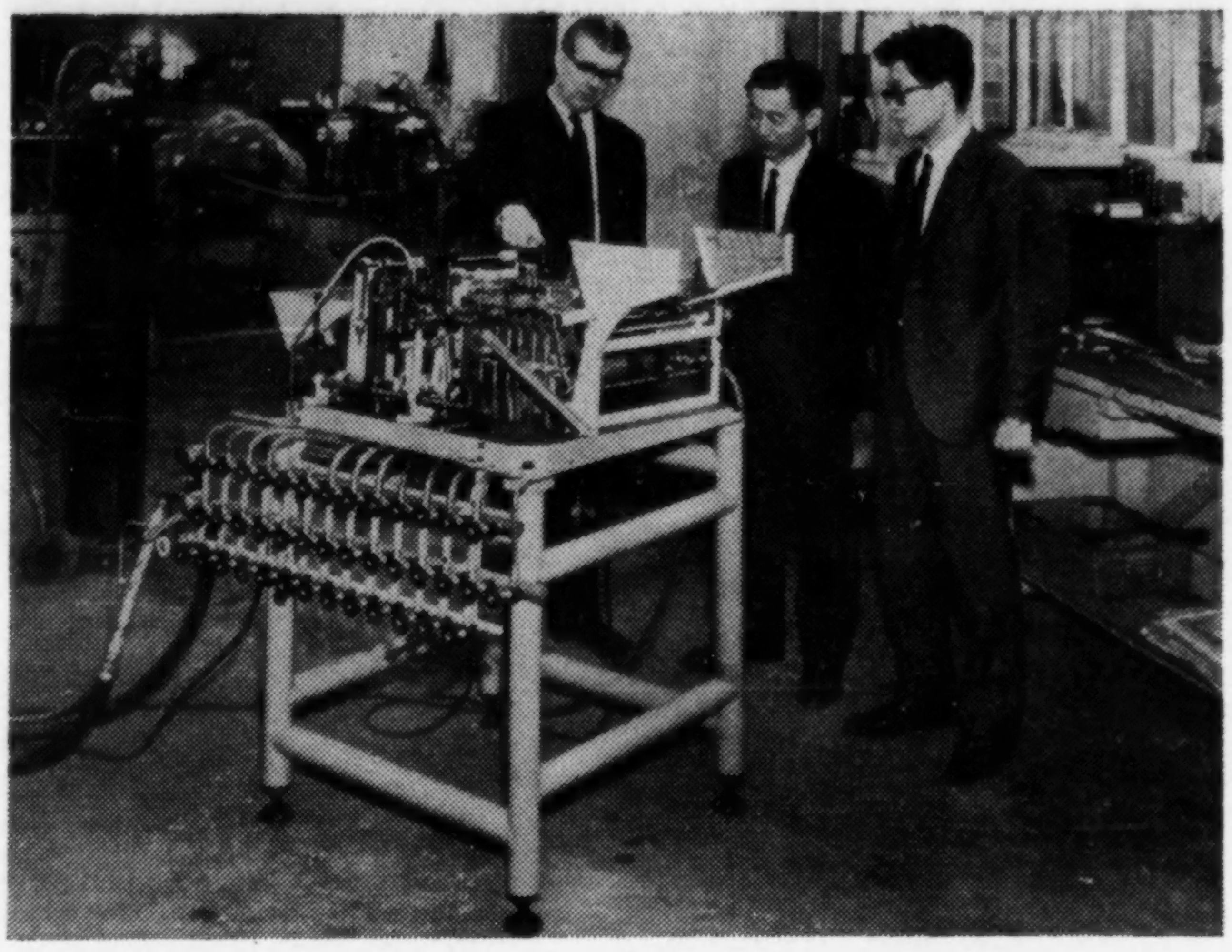
The following additional note to Tariff No. 30.03.02 shall be inserted in the import tariff:

(2) Those exclusively used in the treatment of sleeping sickness, diabetes, malaria and bilharzia shall be free of duty.

The note to Tariff No. 57.10.01 shall read as follows:

When destined for use as packaging for provincial products they are subject to a duty of 1% *ad val*, subject to an official communication from the Governor-General based upon the considered judgment of the Customs Technical Service Council, upon application by interested persons in the following cases:

(a) In quantities which local industry is not in a position to supply,
(b) Or, in cases where it has been proved that the price of local manufactures prejudices, to a marked degree, the competitiveness of goods for export.



Bader Machinery Co. Ltd. of the Badalex Division of the Sale Tilney Group of Companies designs and builds special purpose machinery and supervises its installation. They have supplied many of the major Japanese lamp manufacturers with this highly specialized equipment for making electric lamps and fluorescent tubes of all types. Mr. E. Collins (left), works manager at the Weybridge factory, with Mr. M. Uematsu and Mr. F. Awazu from the Nippon Glass Trade Company are seen examining a machine prior to despatch to Japan. This miniature bulb blowing machine blows bulbs of the required shape and then cuts them off from lengths of glass tube.

Mozambique

The note to Tariff No. 30.03.02 shall read as follows:

(1) Those exclusively used in the treatment of sleeping sickness, diabetes, malaria and bilharzia shall be free of duty.

This Decree came into effect on April 27, 1966.

Enquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

SIERRA LEONE

Customs tariff changes

TELEGRAPHIC INFORMATION has been received from Sierra Leone about certain changes to the customs tariff.

Comprehensive details have not yet been received, but it is hoped that this information will be available shortly.

Full details will be published as soon as possible, and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

UGANDA

Import licensing regulation

THE BOARD OF TRADE have received telegraphic information from Uganda that the importation of any class of goods without an import licence is prohibited from June 16, by Statutory Instrument No. 77.

It is understood that for three weeks Customs will allow imports to enter Uganda as if legislation existing before the date of the Statutory Instrument was still in force.

Full details have not yet been received. These will be published as soon as possible and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472.)

EAST AFRICA

Customs tariff amendments

TELEGRAPHIC INFORMATION has been received from Kenya, Tanzania and Uganda concerning certain changes which have been made to the customs tariff, with effect from June 16.

Comprehensive details have not yet been received, but it is hoped that this information will be available shortly.

Full details of these changes will be published as soon as possible, and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 415, published in the Republic of South Africa *Government Gazette* of June 17, states that the Board of Trade and Industries have received applications for increase in duty on the following:

1. Wheels used with pneumatic tyres, to 20 per cent or 7 c per lb.
2. Electric transformers rated at more than 17,000 kV but not exceeding 45,000 kV, of a working voltage exceeding 100 kV but not exceeding 132 kV, from free of duty (United Kingdom) and 5 per cent (general) to 15 per cent (United Kingdom) and 20 per cent (general).

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 1295/66 and (2) CRE 1296/66.

INDIA

Gift parcels of food and medicine

FOLLOWING the recent devaluation of the rupee, the Government of India has announced the upward revision of duty free limits on gift parcels of food. The value limit for exemption from customs duty in respect of gift parcels of food, including provisions, confectionery and medicines (but not tobacco, liquor or alcoholic drinks), imported by post or by air-freight into India has been raised from 50 rupees to 80 rupees (£3 16s. approximately).

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Changes in import and export duties

A NOTICE was published in last week's issue of the *Board of Trade Journal* (page 1388) concerning changes in Indian import and export duties.

In the third paragraph for 'regularity' read 'regulatory'. In the penultimate paragraph for 'guaranteed up to' read 'enhanced by'.

BURMA

Closure of banking accounts

THE People's Bank No. 2/10, 27 Phayre Street, Rangoon, has recently announced that as it has been assigned specific business by the Burmese Banking Business Nationalization Committee it will cease to maintain private accounts from July 1, 1966.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2227), quoting reference CRE 12761/G.

PAKISTAN

Budget 1966

THE PAKISTAN Minister of Finance presented his budget for 1966/67 on June 11. In his introductory speech he announced that despite shortfalls in its first year arising from the war, drought and reduced foreign assistance, the third Five-Year Plan targets would not be modified although re-phrasing would be needed. He also announced the intention of persisting with and expanding the import liberalization programme, although this depended on adequate non-project foreign financial aid. The main highlights of the Budget proposals include:

1. A new refundable surcharge of 10 per cent on all firms' tax and super tax and on individuals with incomes over 20,000 rupees.
2. Graduated rates of wealth tax, with the highest rate increased from 2 to 2½ per cent.
3. Comprehensive revision and rationalization of the *ad valorem* tariff structure ranges so that it is narrowed from 5 per cent to 300 per cent down to 10 per cent to 250 per cent. The revisions are to accentuate the differential between raw materials, semi-finished goods and finished goods.
4. Import and excise duties on petroleum products are to be altered and an import duty of three rupees and 20 paisas per ton is to be levied on crude oil.
5. Excise duties are to be rationalized upwards on cigarettes and cotton fabrics and new duties are to be levied on such articles as batteries, glassware and rubberware.
6. The defence surcharge of 25 per cent which was levied on items subject to sales tax, import duties (excluding machinery) and excise duties for petroleum products is to continue.
7. Tax rebates for export merchants are to be improved.
8. The scheme of imposing excise duty on plant capacity rather than production is to be extended to the soda ash, sugar and cement industries.
9. Among measures to stimulate private investment are the introduction of a new defence savings certificate and a limitation on managing agents' profits, so that they do not exceed the percentage of dividends distributed to shareholders.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Vic Hallam Ltd., are to build a small school at Spakenburg in Holland, as the first of a series of projects which will be erected in the Vic Hallam System of Construction. This picture shows some of a party of sixteen Dutchmen who visited their factory at Langley Mill. From left to right: Mr. P. J. Cramwinckel (Gendingen School Building Committee), Mr. Slijkhuis (architect), Mr. C. Groen (architect on behalf of the Protestant Christian Education Association), Mr. A. K. Vissers (from the Bouwcentrum), Mr. R. t'Hart, Mr. A. R. Hallam (Marketing director), Vic Hallam, Mr. P. Kranenburg (School Building Development for the city of Amsterdam).

MALAYSIA (STATES OF MALAYA)

Import control

THE BOARD OF TRADE have received Customs (Prohibition of Imports) (States of Malaya) (No. 2) Amendment (No. 3) Order, 1966, which applies only to the States of Malaya, which amends the schedule to the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order 1965 by:

> substituting for the word 'China' appearing against the item bearing Code No. 895 230-1 the words 'All Countries.'

This means that a licence is required for the importation into the States of Malaya of pencils, other than propelling or sliding pencils and eyebrow and other cosmetic pencils which originate from any country.

Notices concerning this order appeared in *Board of Trade Journals*, dated November 19, 1965, page 1246 and December 10, 1965, page 1417.

AUSTRALIA

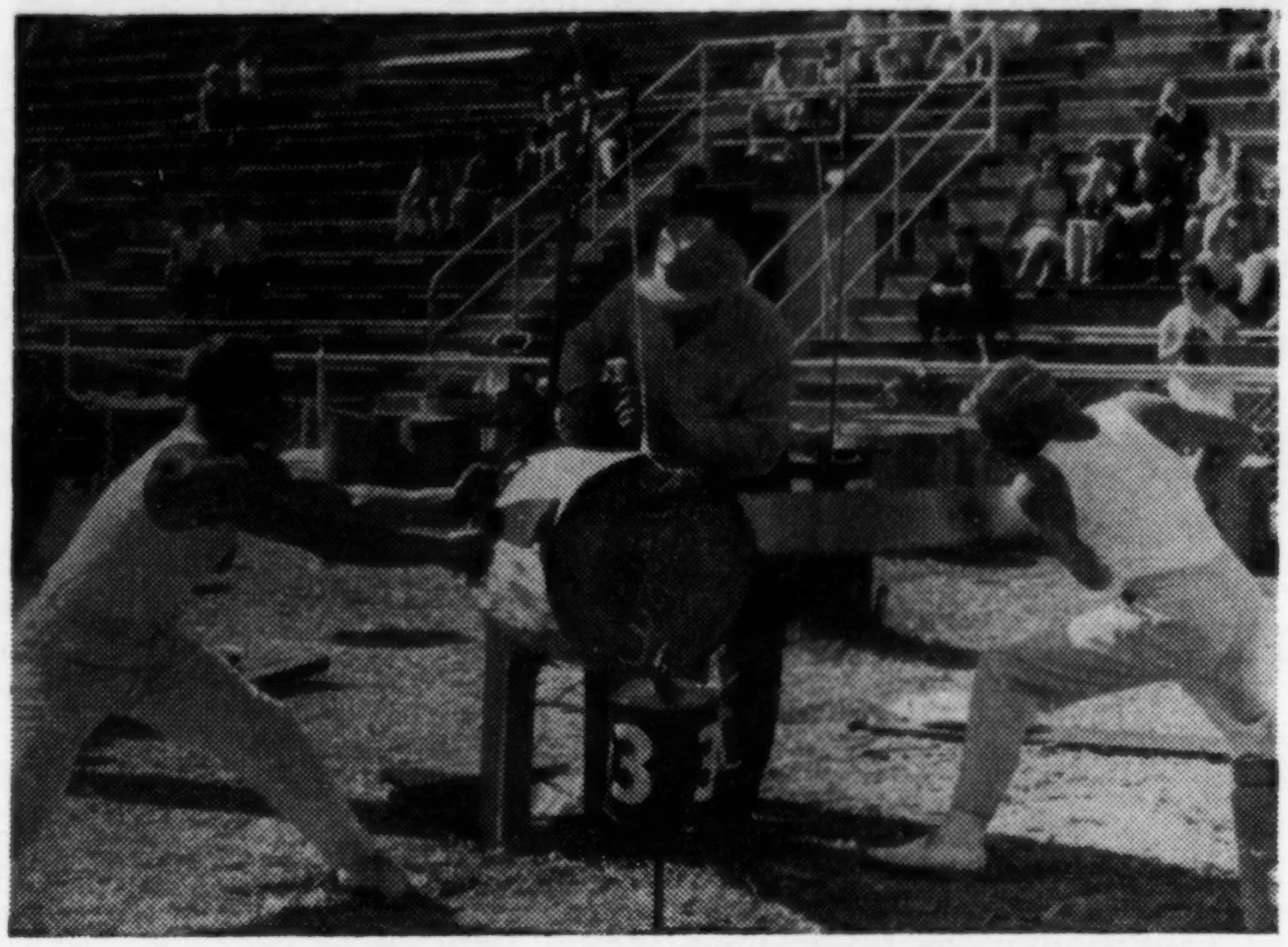
Substitutes notice

THE AUSTRALIAN Customs and Excise Substitute Notice No. 1 as published in the *Board of Trade Journal* on January 7, 1966 (page 42) is now cancelled and replaced by the following:

Substitutes and Imitations

Under Section 23 of the Customs Tariff Act, 1966, the Minister has power to declare, by notice published in the *Gazette*, that goods specified in the first column of the notice are substitutes or imitations for goods specified in the second column of the notice and to direct that the rate of duty payable in respect of the substitute goods is the rate that would be payable if they were goods for which they are substitutes. This power operates in respect of declared goods in the following Table:

First Column	Second Column
Embroidery, falling within sub-item 58.10.9 being goods that: (a) have embroidered designs occurring solely or principally at or near one or both selvedges; and (b) have a visible background composed of a woven textile fabric containing not less than 20% by weight of man-made fibres calculated by reference to the weight of fibres in the visible background.	Woven textile fabrics that have a composition, weight and weave identical to those of the visible background of the goods referred to in the column opposite.
Embroidery falling within sub-item 58.10.9, being goods that are: (a) not all-over embroidery (b) embroidered at intervals such that in the opinion of the Collector the fabrics are suitable for making up into bed sheets, pillow cases or bolster cases (c) made on a base fabric of a kind that, if imported, would fall within paragraph 55.09.32 (d) for use as bed sheeting, pillow casing or bolster casing or in the making up of bed sheets, pillow cases or bolster cases.	Fabrics falling within sub-paragraph 55.09.329.
Woven textile fabrics composed of not less than 20% by weight of man-made fibres, being fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials amounting to not more than ⅛ ounce per square yard of fabric.	Woven textile fabrics of the same kind containing the same percentage by weight of man-made fibres, being fabrics not impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials. (see also 59.08.91).
Yarns of a kind to which paragraph 56.05.99 applies, being yarns that: (a) have a textile fibre content wholly or partly of polyvinyl alcohol fibres and cotton fibres; (b) have a polyvinyl alcohol fibre content, calculated on the weight of the polyvinyl alcohol and cotton fibres, of not less than 50% or more than 64%; (c) when containing man-made fibres other than polyvinyl alcohol fibres, contain 50% or more by weight of polyvinyl alcohol fibres, calculated on the man-made fibre content; (d) are in counts not finer than count No. 60, calculated on the cotton system; and (e) are for use in knitting machines.	Single yarns of cotton of the same count.



Saw-makers Slack, Sellers and Co. Ltd., of Sheffield, supplied the saws used not only by the winner of the world championship single-handed sawing contest for all comers at the recent Royal Show in Sydney, Australia, but also supplied a cross-cut blade used by the winner of the handicap double-handed event. In this picture world single-handed sawing champion Mr. Ron Sherriff (right) is partnered by Mr. Ron Mahon in the double-handed world event. Mr. Sherriff is quoted as saying it was the 'sweetest cutting saw he has ever used'.

NEW ZEALAND

Double Taxation Agreement

A DOUBLE TAXATION AGREEMENT between New Zealand and the United Kingdom was signed in Wellington on June 13, 1966. The Agreement is expressed to take effect in each country from the dates in 1965 (or 1964 in the case of United Kingdom surtax) on which the former Agreement ceased to have effect.

Before the Agreement can take effect in the United Kingdom it will require the approval of the House of Commons. The text of the agreement will be published shortly by Her Majesty's Stationery Office.

CHILE

Import regulations

IT HAS BEEN REPORTED by Her Majesty's Embassy in Santiago that, at its Session No. 407, which took place on May 17, 1966, the Executive Committee of the Central Bank have added the following items to the list of goods published in the *Board of Trade Journal* dated January 14, 1966, page 100; first column.

Section	Group	Item
I	1	All items not already on the list
	2	All items not already on the list
	4	All 3 items in this Group
IX	45/53	Plasticizers for rubber and synthetic resins Di-octyl-phthalate (DOP) Di-iso-octyl-phthalate ((DIOP) Di-butyl-phthalate (DBP) Di-butyl-maleate (DBM)
XI	61	Accessories, not specified, for tractor shovels, bulldozers, power shovels... Equipment, machinery and elements for the constructional industry... Concrete mixers of more than 16 cu. ft. capacity Equipment, machinery, elements and their spare parts for pre-stressed concrete structures Pneumatic equipment for drainage services Equipment for curing concrete Tunnelling equipment Equipment and machinery for asphalt paving Jacks for stretching cables Floating cranes Machinery and tools for rock excavations

Countries grouped by continents

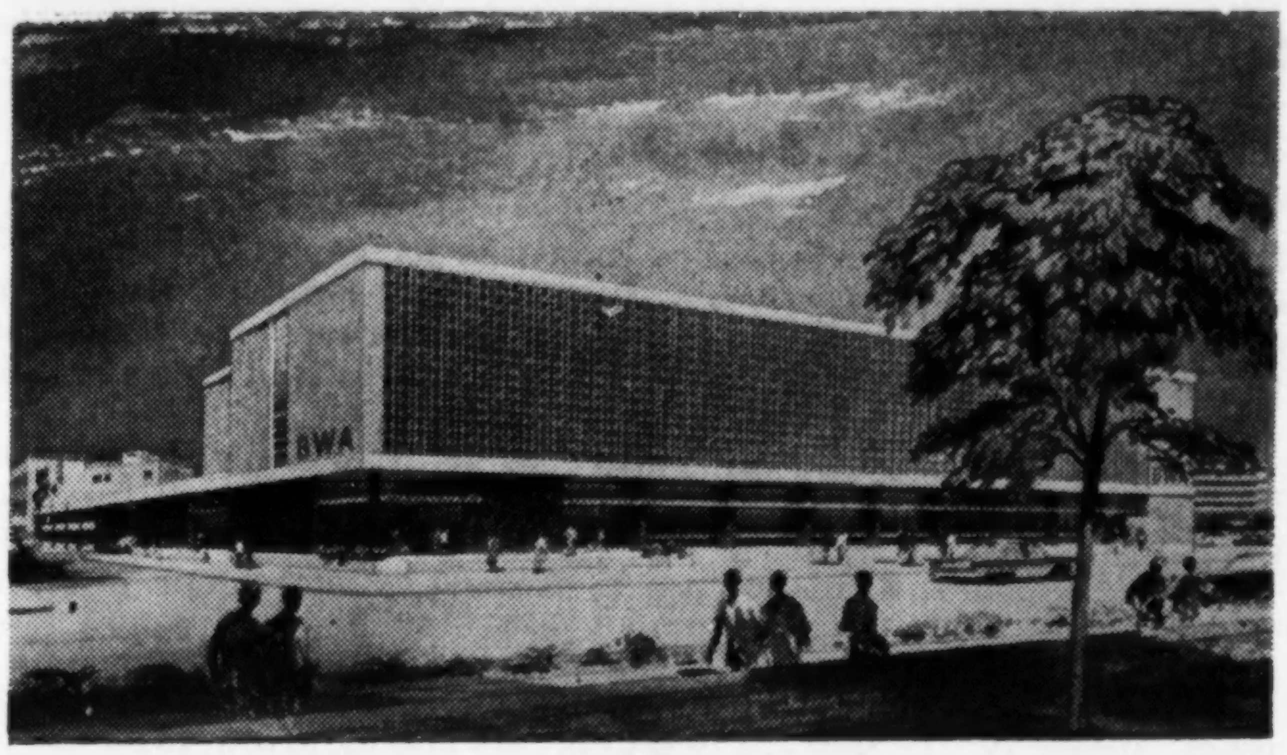
The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible.

Section	Group	Item
		Pile drivers
		Motor levellers
		Pullshovels
		Bulldozers
		Power shovels
		Crushing plants for gravel.............................
		Cement proportioners
		Road rollers
		Road rippers
		Towing and self-propelled scrapers
		All items except Nos. 1,2,3,4,5,8,9 and 17 on Page 55
		All items except Nos. 6 and 12 on page 56
		All items except 'Machines for slicing cold meats and bread' on page 56(a)
		All items except 'Equipment and machinery for making fish meal' on page 56(b)
		All items on page 56(c), except
		Moulds for the plastic industry
		Vats and tanks complete with industrial fittings
		Ovens for making vermicelli, for bakeries and biscuit making
		All items on page 56(d)
		Rotating and rectifying welding machines
		Drills
		Machinery for sealing tins
		Antiacid pumps.............................
		Stainless steel pumps
		Piston pumps of more than 1¼" diameter
		Geared pumps with suction diameter of over 1½"
		Deep well pumps with motor on the surface
		Deep well pumps with submerged motor
		Vacuum pumps
		Pumps and motor pump units..........................
		Equipment, machinery, cranes, tackle, and wheelbarrows...........
		Automatic-feed electric welding apparatus

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated.

Section	Group	Item	Tax/Deposit
IV	17	Insert new item: Tea dust (Fanning)	62
XI	61	Complete heads for domestic sewing machines and their pieces and parts	90



An artist's impression on completion next year (1967) of new premises for the Bank of West Africa Ltd., High Street, Accra. A contract valued at nearly £500,000 has been awarded to Taylor Woodrow of Ghana Ltd. for these new premises.

VENEZUELA

Import restrictions

HM EMBASSY in Caracas report that the Venezuelan Ministries of Finance and Development have issued a Resolution No. 2150 dated May 27, and effective from June 3, 1966, import licensing restrictions have been imposed on aluminium wire cables, etc., except cables for electrical use.

Presumably for reference only the resolution incorporates a separate customs definition.* Details as follows:

Tariff No.	Description
699.04.01	Of aluminium.
*721.13.00	Electrical cables and wires, etc.

Articles going by air will be subject to the new resolution with effect from June 18, 1966.

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BARBADOS

Industrial Incentives Act, 1963

The following product has been declared an 'approved product' for the purposes of the Barbados Industrial Incentives Act, 1963:

Boots.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated February 25, 1966, page 483.

The Barbados Government is also considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Disinfectants; 8 mm 16 mm, 35 mm and 70 mm motion pictures, slide films, television programmes and film and sound presentations.

Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British Trade Commissioner, PO Box Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 5757, Ext. 2273).

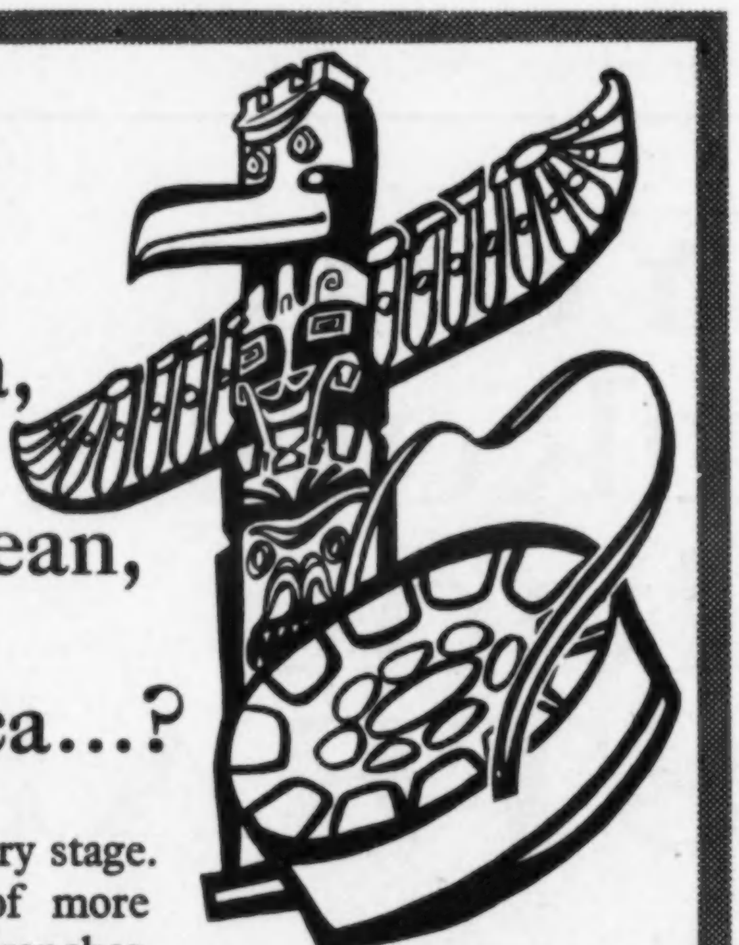
UNITED STATES

Permanent duty-free treatment for corkboard insulation

United States Public Law 89-431, approved on May 26, 1966, makes permanent the existing duty-free treatment for certain corkboard insulation and will apply with respect to articles entered, or withdrawn from warehouse, for consumption, after the date of the enactment of this Act.

considering

Canada,
the
Caribbean,
South
America...?



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Suspension of duty on heptanoic acid

United States Public Law 89-432, approved on May 31, 1966, continues until August 8, 1969, the existing suspension of duty on heptanoic acid.

Permanent duty-free treatment for certain natural graphite

United States Public Law 89-433, approved on May 31, 1966, makes permanent the existing suspension of duty on certain natural graphite valued $50 per ton or less and will apply with respect to articles entered, or withdrawn from warehouse, for consumption, after June 30, 1966.

Suspension of duty on certain electrodes

United States Public Law 89-434, approved on May 31, 1966, extends until July 15, 1968, the suspension of duty on electrodes imported for use in producing aluminium.

Permanent duty-free treatment of personal and household effects

United States Public Law 89-436, approved on May 31, 1966, makes permanent the existing duty-free treatment of personal and household effects taken into the United States (by United States personnel) under United States Government orders and will apply with respect to articles entered, or withdrawn from warehouse, for consumption, after June 30, 1966.

Suspension of duty on certain shoe lathes

United States Public Law 89-437, approved on May 31, 1966, continues until June 30, 1969, the existing suspension of duty on certain copying shoe lathes.

Suspension of duty on crude chicory

United States Public Law 89-439, approved on May 31, 1966, extends until June 30, 1969, the suspension of duty on crude chicory and the reduction in duty on ground chicory.

Suspension of duty on certain alumina and bauxite

United States Public Law 89-440, approved on May 31, 1966, continues until July 15, 1968, the suspension of duty on certain alumina and bauxite.

A copy of each of the above mentioned Acts may be seen in Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

CANADA

'Made in Canada' ruling

The following ruling has been made in Canada for Canadian customs purposes.

Of a class or kind 'made in Canada':

Self-Propelled Two Axle Tandem Street or Road Rollers with Iron or Steel Rolls.

(Ruling effective July 7, 1966).

Note: This ruling will not apply to Street or Road Rollers commonly known as 3-Wheel Rollers.

The above information is contained in Canadian Department of National Revenue Memorandum D51-21-2, dated June 6, 1966.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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As used by railways, docks, public works and engineers.

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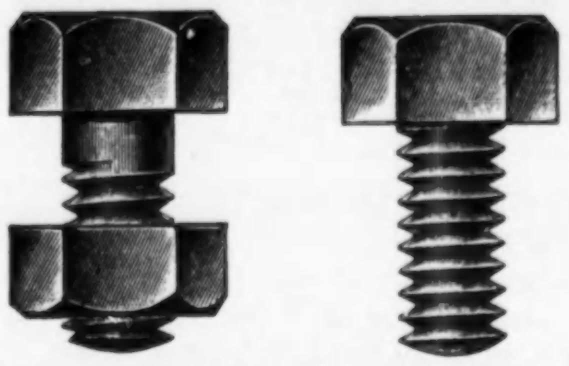

Abis & Co. (Birmingham) Ltd
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Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
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REDUNDANT PLANT WANTED. Machine tools, sheet metal machinery, foundry and forging plant, cranes and lifting equipment, electric motors, transformers, switchgear, etc. Specialists in difficult dismantling operations. Prompt inspection and settlement. C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone Meltham 537.

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SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

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Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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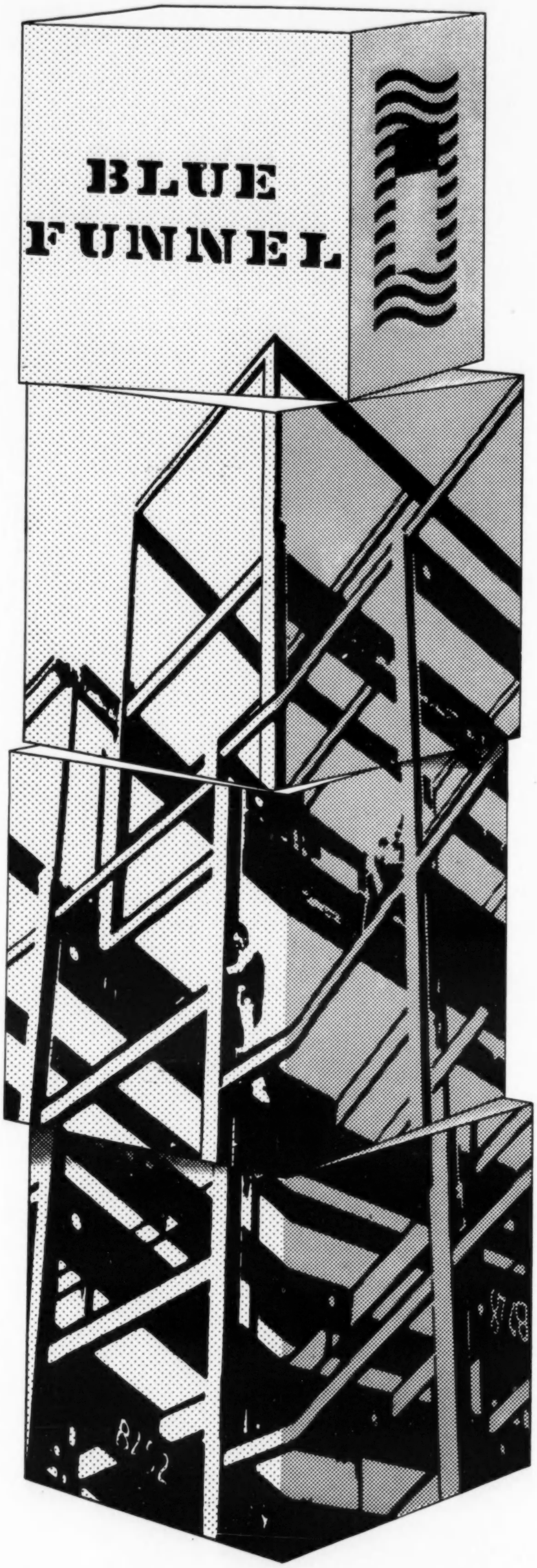

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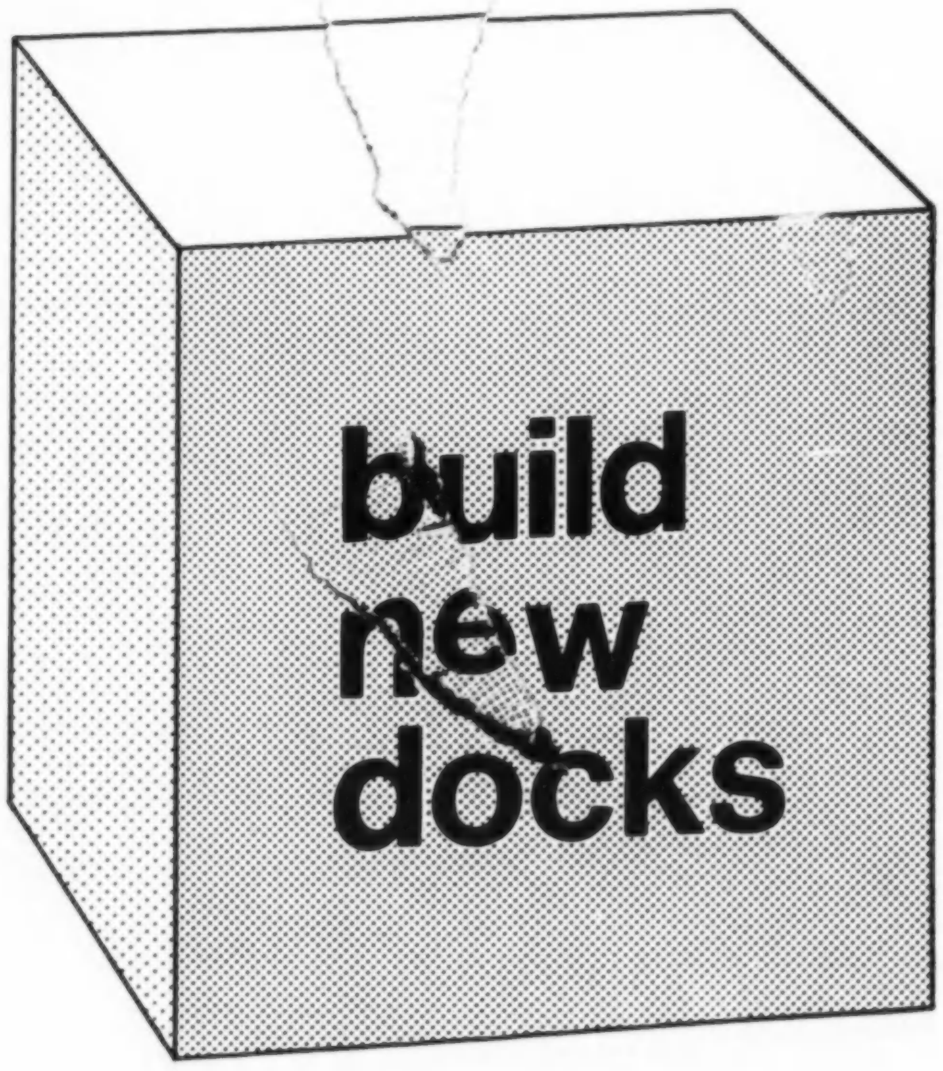

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